

# AMERICAN NURSERYMAN

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

JUNE 1, 1954



Cytisus Praecox

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**HERBST BROTHERS  
SEEDSMEN, INC.**

678 Broadway NEW YORK 12, N. Y.

# THANKS TO YOU

Another satisfactory season has now been completed. Operating problems continue due to increased costs and labor shortages, but we hope earnings will prove satisfactory.

Weather conditions were favorable this spring and most items of stock were shipped according to schedule. Unusually cool weather during April and May should have been to the nurserymen's advantage by prolonging the selling season.

Prospects for the coming year are favorable. Many items of stock will again be in limited supply and few surpluses are indicated at the present time. Our wholesale sales representatives will resume their work soon after June 15 and will be contacting you as early as possible. We suggest early reservation of your anticipated requirements for the 1954-55 season.

*Superior Quality and Service for  
78 Years*



*One of America's Foremost Nurseries*

**Mount Arbor Nurseries**

ESTABLISHED 1875

• SHENANDOAH IOWA •

# AMERICAN NURSERYMAN

[Registered U. S. Patent Office]

*The Nurseryman's Forte: To Make America More Beautiful and Fruitful*

VOL. XCIX, No. 11

JUNE 1, 1954

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**Forms for the June 15 issue will close Friday, May 28.**

**Forms for the July 1 issue will close Friday, June 11.**

**Mail copy to arrive at Chicago by these dates — no later!**

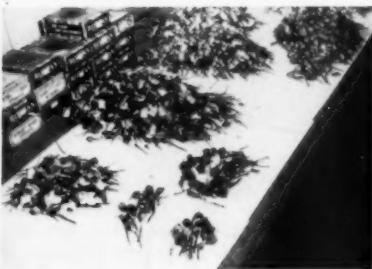


# HOW WE FOUND THE NEEDLE in the HAYSTACK!

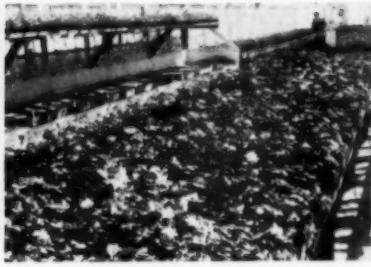
by Robert V. Lindquist, Originator of Lilibet,  
All-America Rose Selections Award Winner 1954



*Thousands of carefully planned and recorded crosses and years of painstaking*



*thoroughness under experienced and watchful eyes selecting "the most*



*likely to succeed" in official AARS test gardens throughout the nation led to*



*our "needle in the haystack" All-America Rose selections award winner, Lilibet.*

If your name is not on our mailing list, write today for our newly published 1955 price list that also illustrates our hybridizing and growing operation.



**HOWARDS OF HEMET • HEMET • CALIFORNIA**

# AMERICAN NURSERYMAN

F. R. KILNER  
*Editor and Publisher*

KENNETH A. BRENT  
*Managing Editor*

## Editorial

### ROSES TO THE FORE

Already suggested as a national flower, supported by a national society larger than any other flower organization and advanced by a commercial group whose activity is in the inverse ratio to the size of its membership, the rose this month is to be honored for the first time in history by National Rose Week, June 6 to 13.

The originator of this week, All-America Rose Selections, Inc., urges nurserymen to advertise and promote the week locally, perhaps offering specials in rose plants. June 6 is nominated as "Wear a Rose" day, as the 10th anniversary of D day. Other suggested local projects are a rose parade, crowning of a local rose queen, a rose flower arrangement to be reported by local newspapers and radio stations and tours of private rose gardens. Long-time projects are plantings of rose plants about railroad stations, public buildings and institutions.

Promotion of rose gardens is sure to benefit the sale of nursery stock in general, because gardeners who can be induced to spray and otherwise attend to the duties necessary to make a rose garden a success will surely prove enthusiastic gardeners with respect to other plants as well.

### CODE FOR PLANT NAMES

The problem of securing accuracy, uniformity and clarity in plant names is brought home to every nurseryman with a greater or lesser degree of frequency, depending upon the extent and character of the stock which he grows or sells.

An effort to standardize plant names in this country was made by the publication of a list which was expected to be a general authority. Some control over the plant names given to new introductions has been sought by the registration of such names by various organizations, the American Association of Nurserymen undertaking the registration of woody ornamental plants.

For many years there has been

attempted the establishment of rules with reference to the naming of garden plants. Such a code, or set of regulations, is the more needed since the number of different plants in cultivation, in greenhouse and gardens, presently runs high into the thousands. The list is being greatly swelled by the additions of current hybridizers. Patented roses alone are said to number over 600, and camellias are running them a race nowadays, while gladioli, irises and other herbaceous plants are put on the market under new names by scores each year.

Hence the achievement of a code for the nomenclature of cultivated plants, after a half-century or more of effort, is a milestone in the horticultural world. The code itself will be of chief interest to hybridizers and introducers of new varieties, as the persons who chiefly name plants. Compilers of nursery catalogs and price lists, as well as other persons concerned with the correct usage of plant names, will wish to know the code's provisions, and everyone who has to do with plants should be aware of the general aims of the rules established.

For that purpose a brief outline of the code is presented on another page of this issue, with the hope that it will be read by every subscriber and studied by those who have much to do with plant names.

### MONEY IN THE BANK

Although there has been a well advertised decline in national production and employment in the past few months, there is good evidence that personal savings of the American public in 1954 may equal the record total of 1953.

Mutual savings banks showed an increase in deposits of \$302,000,000 in the first quarter of 1954. Time deposits of reporting banks rose \$748,000,000. Sales of government savings bonds are higher than at any other time since the end of the war. Sales of life insurance policies and new deposits in savings and loan associations reinforce the indicators.

This increase in savings is not surprising, in view of the continued high level of income while taxes have been reduced, some prices have been lowered and personal spending has somewhat declined.

That such increase in savings

should take place when retail trade in general is slightly down demonstrates that the decline in purchases by the public is due not to its inability to buy, but to its unwillingness to do so. Of course, purchases of some goods have caught up with wartime shortages, but that does not apply in many fields. More likely is it the case that the public's purchases have caught up with the retailers' ability to sell—an ability that was little developed in the post-war sellers' market. Knowledge that the public has more money in the bank should be a challenge to nurserymen to give prewar attention to their sales policies and selling methods.

### MORE THAN QUANTITY

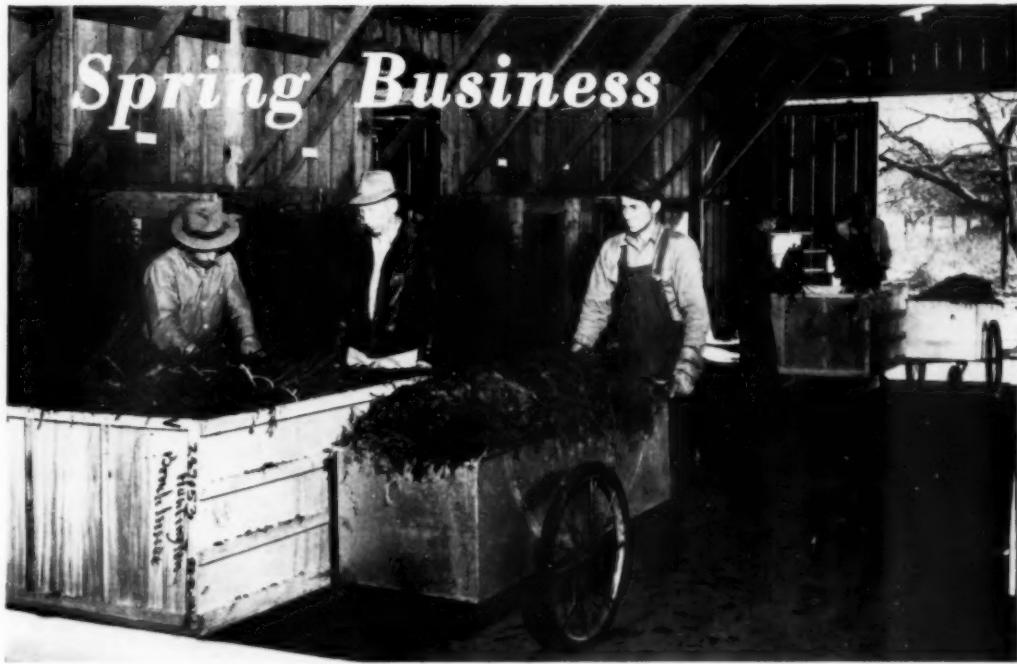
Stimulated by the "Plant America" community beautification pamphlet and magazine articles on projects already undertaken, an increasing number of towns seem to be interested in making themselves known for plantings of azaleas, dogwoods, forsythias or other flowering plants. A number of towns in southern states have won fame for plantings of such types, and more communities have attempted something of the sort in the hope of attracting motorists and their patronage of local resort facilities and merchants.

So far as it goes, any type of planting is likely to add to the beautification of a community. Where nurserymen are called in to provide counsel and service in such undertakings, however, it may be well for them to point out that just planting masses of flowering shrubs will not attain the ultimate goal which these communities seek. If a few carloads of plants will distinguish a town, that form of planting can be achieved by any community whose chamber of commerce or other organization can raise the funds.

But maintenance is necessary to keep such plantings attractive, and the larger the extent of the planting, the more the maintenance. It will be preferable from the standpoint of beauty, as well as the ultimate satisfaction of the community, that plan and design be included in the preliminary consideration, and that variety be introduced into the planting rather than seeking an effect by quantity alone.

Perhaps such community plantings

[Continued on page 51]



## South and West Report Good Season

Generally satisfactory spring business is reported by wholesale nurseries in the south and Pacific coast areas of the country in this first installment of American Nurseryman's annual survey. For some nurseries, 1954 business showed an increase over that of the previous year, while for others it was substantially the same as in 1953, which was in itself a banner year. Significant decreases in volume are conspicuous by their absence.

In most instances, weather conditions did not interfere materially with normal operations and an improved labor supply is noted in several reports. Shipping facilities came in for some adverse comment.

The wholesale nurserymen foresee a continued strong demand for plant materials and this factor, coupled with high operating costs, will serve to keep prices at or above their present levels. Plantings will continue at about the same volume and will be keyed to consumer demand for certain types and varieties of plants.

Here are the reports:

### Largest Volume in History

John T. Boyd, of the Forest Nursery Co., McMinnville, Tenn., reports that the firm has just completed the most successful season in its 67-year history. "Demands for all types of stock we grow were unusually heavy and our clean-up was the

best we ever enjoyed," states Mr. Boyd.

"We dropped collected stock from our listings and quoted prices on same only by specific requests," continues Mr. Boyd. "In our opinion this fact had some bearing on our increased volume of business."

Mr. Boyd reports that Forest Nursery Co. has completed its spring planting and that all material seems to be off to a good start. Prompted by the past few extremely dry growing seasons, the firm has purchased a considerable amount of additional portable irrigation equipment.

"Our plantings this year were not increased over the past year," reports Mr. Boyd. "However, our outlook for the future is bright. Labor has not been too difficult to secure, even though the over-all cost of same has increased. This fact in itself has prompted us to install various labor-saving devices, which we feel will soon pay for the initial investments."

Mr. Boyd does not foresee any general price increases for fall, 1954-spring, 1955 as compared to the season just closed.

Also from McMinnville, Robert Boyd, reporting for Globe Nurseries, states that Globe's business showed a slight increase over the previous year, but that rising costs have made the over-all picture about the same as in 1953. He adds that business was dull during the fall because of dry

weather, but that it picked up after Christmas and was good during the spring.

"The trend during the past few years has included a slow increase in demand for flowering trees," continues Mr. Boyd, "with shade trees and shrubs slowing down a bit each season."

Mr. Boyd predicts that prices will continue on an even level, although good heavy stock is still scarce in the Tennessee area. An increasing number of growers is promoting 1-year shrubs, but the demand for that type of stock, according to Mr. Boyd, is light.

"Competition becomes keener each year, and costs become higher," Mr. Boyd concludes. "We in this area are trying all of the time to reduce expenses but with little success."

### Nursery Has Shortage

A demand similar to that of the past few years is reported by George A. Cultra, of Morning Star Nursery, Rives, Tenn. "The deciduous stock situation is still short in a good many items and there is a good demand for this material," continues Mr. Cultra. There is still a good market for conifers.

"Because of layoffs in the northern factories, our labor situation was better this spring than during the past few years," continues Mr. Cultra.

[Continued on page 58]

## Here Is Summary of New Plant Name Code; Full Text Available

Everyone who is concerned to any extent with plants is aware of the problems relating to their names. Everyone should be interested in the accuracy of those names, because only thus can confusion and mistakes in orders and deliveries of horticultural merchandise be avoided.

Hence widespread notice is being given to the international code of nomenclature for cultivated plants formulated and adopted, for trial only, by the international committee on horticultural nomenclature and registration at the thirteenth International Horticultural Congress, at London, England, September, 1952.

Recently a 32-page pamphlet was prepared, presenting a historical introduction, a summary and the full text of the code, which was published and is being distributed by the Royal Horticultural Society, London, England. This is the basis of articles in various publications calling the code to the attention of horticulturists and gardeners generally. For its readers the American Nurseryman has obtained some copies of this R. H. S. pamphlet, which may be had by mailing 25 cents to the American Nurseryman office.

Hybridizers and introducers of plants, or anyone else concerned with their naming, should become familiar with the code in detail. Others may find the following summary of the code enough information.

### Summary of Code

This code is for cultivated plants—that is, those that are grown in greenhouses and gardens—which are not covered by the botanical code. The international rules of botanical nomenclature have been set up by botanical congresses dating back 90 years and have been fairly well fixed for a half-century, though changes have been made in that time.

The botanical (Latin) name of a plant is primarily intended for the designation of a plant as it appears in nature, originally in the wild, even though subsequently in cultivation. In such botanical names there are two parts, the title of the genus and that of the species, as *Sedum spectabile*, for example.

Florists and gardeners have become accustomed to the use of the term "variety" as representing a further variation, as *Sedum spectabile Brilliant*. The new code pro-

vides that the term "variety" (abbreviated as var. or v.) be reserved for those forms of cultivated plants which are known to occur in the wild and which have names in Latin usage (the botanical varieties) and that the term "cultivar" (abbreviated as cv.) be applied to those special forms which have originated or are maintained only in cultivation.

To obtain standing under the code, a name must be validly published or officially registered. Valid publication consists of the sale or distribution of printed matter giving both the name and description of the plant in any language using the Roman alphabet. Mention of a name in a catalog or list, even with an illustration, without description is not considered in itself to

be in the realm of valid publication.

When a cultivar is introduced from one country to another its name should preferably remain unchanged. Sometimes, however, it may be desirable to translate a name, to use a transliteration, or in exceptional cases even to change the name. New names (known as commercial synonyms) should be followed by an indication of the original name when used in catalogs, etc. Names first published in languages not using the Roman alphabet are to be transliterated or translated.

### Formation of Names

Most important to hybridizers and introducers is the section of the code on the formation and use of cultivar names. The nine rules in this section may be summarized as follows:

From January 1, 1954, onward no new cultivars should be named in Latin.

The cultivar name should begin  
[Continued on page 39.]

## Nurseries Exhibit at California Show



Exhibit of hybrid gerberas by the Domoto Nursery, Hayward, Calif., at the California Spring Garden Show, held at Oakland, Calif. The gerberas were shown for the first time at this show.

The California spring garden show, at Oakland, April 30 to May 7, was rated one of the most elaborate and best designed ever put on by the city of Oakland. With an appeal to the aesthetic, practical and educational, its many superb exhibits attracted a larger attendance each day of the show and its total paid admissions were the highest on record. The theme of the show was "Redwood Vacation," and redwood trees were used in many exhibits.

Alameda county nurserymen were the most active participants in the show, though a few nurserymen from neighboring counties also took part. Attendance was drawn from as far away as Sacramento and San Jose.

Nursery exhibits were of two types, indoor and outdoor exhibits, with the more elaborate and spectacular under cover and characterized by the greater use of orchids and other exotic plants. The outdoor exhibits

[Continued on page 56]



Three of the principal participants in the landscape maintenance school held at the New York Agricultural and Technical Institute, Alfred, N. Y. Left to right are Robert J. Kessler, of the institute, cochairman of the school; Arthur W. Patterson, Jr., grounds superintendent, Homer Folks Tuberculosis hospital, Oneonta, N. Y., and H. Ira Blixt, Allegany county agent, cochairman of the school.

## Hold New York Landscape Course

*By Robert J. Kessler*

After a week of unseasonably warm weather, a day of unseasonably cool and cloudy weather greeted attendants at the 1-day short course on landscape maintenance for groundskeepers, landscape nurserymen and homeowners, sponsored by the Allegany county extension service and the floriculture division, agricultural and technical institute, State University of New York, at Alfred, N. Y. The short course, which took place May 5 at the institute, was chairmanned by Robert J. Kessler, of the department of floriculture of the institute, and Ira Blixt, Allegany county agent.

In spite of the cool weather, nurserymen enjoyed an informative outdoor demonstration of techniques of pruning by Arthur W. Patterson, Jr., superintendent of grounds at the Homer Folks Tuberculosis hospital, Oneonta, N. Y. The demonstration was held in the institute's display gardens, where Mr. Patterson was able to demonstrate with growing plants the procedures used in shearing hedges, heading back plants to encourage lateral or side growth, thinning out shrubbery, removal pruning to encourage growth from the base of shrubs and sanitary pruning to remove dead, diseased, broken or misshapen branches.

After Mr. Patterson's demonstration, Robert J. Kessler led the group into the institute's flower gardens

and discussed some of the important spring jobs in the garden. He stressed that probably 50 per cent of the spring garden work consists of general cleanup of beds and borders. The perennial borders are fertilized in early spring with a complete fertilizer at the rate of two to three pounds to each 100 feet of bed.

The tulips, Mr. Kessler stated, are dug every October and new bulbs planted, as, for display purposes, this practice is necessary for maximum effectiveness, although the average home gardener may leave spring bulbs alone for three or four years.

### Backbone Plants Essential

Mr. Kessler emphasized the importance of including the so-called backbone plants in the flower border. These are, in order of bloom, daffodil, tulip, iris, peony, delphinium, summer phlox and hardy chrysanthemum. These plants provide excellent color and show from early spring until the hard frosts of autumn, and no garden should be without them.

The afternoon session was held in the school gymnasium, and Dr. A. M. S. Pridham, of the department of floriculture and ornamental horticulture, Cornell University, led the group in a most interesting discussion on the importance of following manufacturers' directions when using fertilizers and weed control materials. Dr. Pridham had many

interesting props to illustrate his talk. He demonstrated the accurate weighing of materials for dusting operations in the garden and of weed control materials. Too many nurserymen are inclined to guess at the weights or quantities required for mixing up these materials, which is dangerous. Simple items like small scoops for obtaining spraying and dusting materials from containers were shown. Dr. Pridham emphasized that most horticulturists cannot resist adding more of a material to the amount specified, especially when the quantities recommended by the manufacturer are extremely small. One product, for example, calls for two pounds of raw material to the acre. Such seemingly trivial amounts are often doubled and tripled by the enthusiastic worker in expectation of better results. A new type of garden duster was also discussed by Dr. Pridham. This small and well-made duster was used to illustrate the often great advantage of using dust for insect and disease control, rather than spray materials. Not only is dusting often more effective than spraying, especially when done in the early morning or evening when plants are likely to be moist, but the lightweight materials used are also much more pleasant than the usual heavy spraying equipment and heavy water carrier.

[Continued on page 42]

## Three New Roses Receive 1955 All-America Awards

Three brilliant new roses have won the All-America rose award for 1955—Tiffany, a warm, clear pink hybrid tea; Jiminy Cricket, a coral-orange floribunda, and Queen Elizabeth, an orchid-pink grandiflora. This top honor of the flower world was achieved through a rigid, 2-year competition against the finest new roses developed by the leading hybridizers of the United States and Europe.

### Tiffany

Tiffany, in the tradition of the hybrid teas, produces blooms of outstanding form and beauty. Long-pointed buds of deep pink show a golden-yellow shading at the base of the petals. Flowers open to double, high-centered blooms of a warm, clear pink, with petals of rich texture and exceptional lasting qualities. Each flower is produced singly on a strong stem. The plant is vigorous, disease resistant and upright in growth habit. Foliage is a dark green and sets off the classic color and form of the flowers.

### Jiminy Cricket

Jiminy Cricket is a floribunda, which features tangerine-red buds, opening to coral orange and finishing in a pink coral which is close to the color of Fashion. It has a pleasing old-rose fragrance reminiscent of the hybrid tea class. Foliage is glossy bronze in the early stages and at maturity turns to a lush, glossy green. The vigorous upright growth makes Jiminy Cricket ideal for

hedges, and its prolific blooming habit qualifies it as an outstanding color mass or border edge. When cut, the flowers hold well for household arrangements.

Floribundas, which were first introduced around 1935, have become exceptionally popular in a relatively short time. With their showy flower clusters and vigorous habit, floribundas created new uses for roses, not only to give a mass of color but as landscape elements, hedges, foundation plantings and border edgings.

### Queen Elizabeth

Queen Elizabeth is a superb orchid-pink color, and its blooms are set off dramatically by glossy, deep green foliage. The flowers of this first representative of the grandiflora class are exquisitely formed and high-centered like a hybrid tea. Flowers are borne on long, almost thornless stems, which are ideal for cutting. Blooms are carried both singly and in clusters, after the manner of the floribundas, and hold exceptionally well when cut. Queen Elizabeth is a cross between Charlotte Armstrong, the famous hybrid tea, and Floradora, a floribunda. Both of the parents were recipients of the All-America rose award.

Queen Elizabeth is the first variety of the new grandiflora class ever introduced. The class itself was announced by All-America Rose Selections early this year, and plants of the new class will be available for the first time next fall.

Sidney B. Hutton, president of All-America Rose Selections, pointed out that the grandiflora has certain characteristics of both the hybrid tea and the floribunda but cannot be assigned to either class. "Certain varieties entered in the A. A. R. S. trials showed such promise," he said, "that we thought the public should be given the opportunity to grow them. Since it was impossible to classify this new type in any of the known rose groups, we decided that the creation of a new class was the only honest solution. We believe that this new class will open new avenues of enjoyment for gardeners and will add to the many functions which roses perform in the garden."

The new grandiflora class combines important characteristics of



Rose Queen Elizabeth.

both the hybrid tea and floribunda classes. Its flowers feature the classic, high-centered form and long stem of the hybrid tea. Blooms are borne in clusters in the manner of the floribunda, and the vigorous growth habits of the grandiflora lend to it the versatility and novelty which have made floribundas so popular with gardeners in recent years.

The general characteristics of the grandiflora are described by All-America Rose Selections as follows: Plants are relatively tall; in some areas they grow to a height of six feet or more; they are free-flowering, often with many flowers in clusters; flowers are produced on stems long enough for cutting and for effective household arrangements; the flower size falls between that of the floribunda and the hybrid tea, and flower and bud forms are similar to those of the hybrid tea class.

Tiffany, Jiminy Cricket and Queen Elizabeth well qualify for the honor of being the 1955 All-America award winners.



Rose Jiminy Cricket.



Rose Tiffany.



Stonybrook nursery's new garden shop, pictured above, catches and holds the attention by virtue of its deep pink color, which contrasts with the light natural wood trim. Building is landscaped on one side with well-scaled evergreens. Overhanging eaves provide display area for garden ornaments and container-grown stock. Firm's container stock includes iris and peonies experimentally potted by firm the past fall, which now have large-size buds ready to bloom in purchasers' yards.

## Enterprise Marks Indiana Garden Shop

*By Valeeta Bilbuber*

Many an enterprising idea is incorporated in the layout and merchandising of Stonybrook Nursery Co.'s new garden shop, at Indianapolis, Ind., owned by Dawn Q. and Eugenia Snyder. A low, ground-hugging building with a broad overhanging roof, the garden shop—of cement block construction—is painted a deep pink color and has natural wood trim. A broad gravelled area alongside the shop provides parking space, and the nursery's growing fields, with long rows of evergreens

and deciduous trees and shrubs, are beyond the parking space at the side and also at the rear of the shop.

As one enters the nursery's grounds, one's eye hardly strays from the colorful and modern garden shop, set back a hundred feet from the highway. It is partly landscaped with well-scaled evergreens and shrubs, a worth-while sample of the concern's landscaping; but it is the warm, rich color and simple uncomplicated lines of the garden shop building which catch and hold the

eye. Color is indeed used to advantage here. The deep pink combines well with the white gravel of the parking lot, the green of the plantings and the natural wood of the shop's trim, and it makes the building appear larger than its actual 30x46-foot size.

Inside, the shop's layout consists of long tables in the center of the shop and counters at one end and along the sides of the shop. These were built by Mr. Snyder and given six

[Continued on page 52]

To the right is a view of the interior of Stonybrook Nursery's garden shop. Mexican glass, Indian bronze pieces and other gift items are visible on top shelves. Fertilizers, insecticides and herbicides are handy under tables and counters, do not take up valuable counter space. The truck pictured below is a good advertisement for the nursery and landscape divisions of the company. Signs on doors call attention to firm's membership in American Association of Nurserymen, Indianapolis Landscape Association and Indiana Association of Nurserymen.





An old sash house, reconstructed for propagation. The capacity of the house was increased 20 per cent by redesigning the benches. Good growing houses are not always suited for propagation.

*Pointers on  
Propagation*

## • Ideal Propagating House

By James S. Wells

Letters are continually reaching my desk, asking for information and ideas as to the best type of propagation house to build, and all of them are difficult questions to answer because there is no one ideal house for all purposes. The house which I will describe is what I would consider to be the best house that could be built for my particular purpose to carry out my ideas in plant propagation. The house may be inconvenient for other propagators who have different ideas; therefore, I tender these suggestions with diffidence and freely acknowledge that they cannot possibly meet all circumstances.

### General Propagation House Plan

Before actually planning the construction of the propagation house, one should consider some other general aspects which may affect the value of the house, including the position of the land in relation to surrounding territory, protection from prevailing winds to reduce loss of heat in the winter months, elimination of frost pockets or cold drafts from adjacent buildings or plantings of established trees and provision of adequate service facilities in and around the house. I believe the last point is of particular importance in the economic operation of a propagation house. The ideal house should

be serviced rapidly from all sides by a truck; this means that the house must stand alone and not be connected in any way with adjacent houses. A distance of at least 12 feet between this house and any other that may be built as part of the range should be mandatory. This enables a truck to pass between the houses for the transfer of plant material, for the emptying and refilling of propagation benches and for many other operations which take a considerable amount of money and labor if the ease of access is not provided. Planning of this kind should not be lightly passed over because this house is probably going to be in place for 25 years or more, and, during that time, a considerable amount of money can be uselessly expended if careful planning does not allow for speedy servicing. Secondary considerations are ease of access to the nearest road, the availability of power, particularly electric power, and the provision of an adequate and completely dependable supply of water.

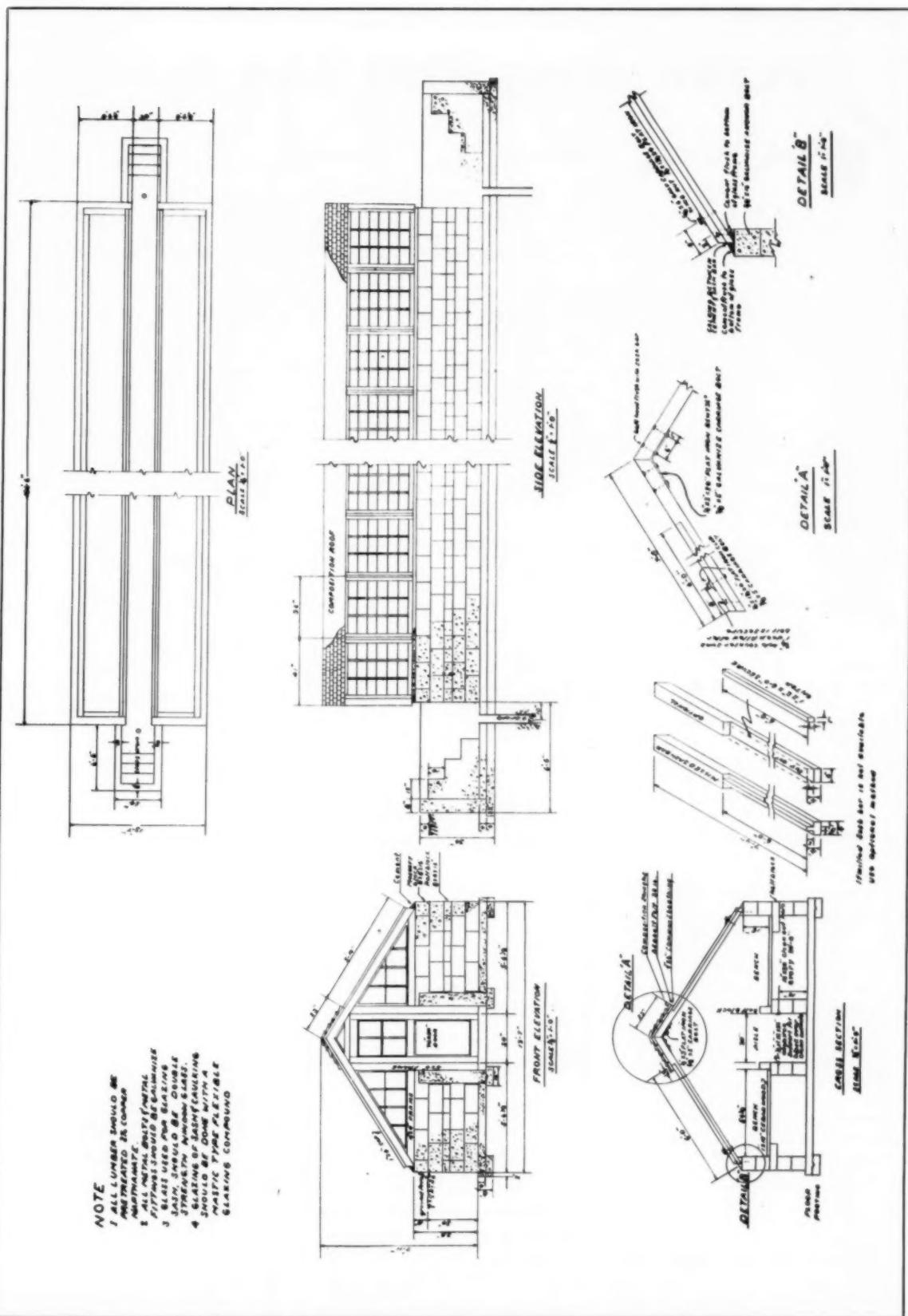
The problem of the type of house

Mr. Wells' series on container-grown plants will resume in the July 1 issue of the American Nurseryman.

to build should be solved next. I am a keen devotee of the sash house. It seems that this house has everything to offer as a propagating unit, in terms of relatively low cost of construction and more especially in terms of complete control over the various factors associated with plant propagation.

Twenty years ago a set of sash houses was constructed at Koster Nursery, Bridgeton, N. J., which has been in constant use there ever since. During this 20-year period, many other growers have built similar sash houses with modifications for their own specific needs, thereby increasing the efficiency of the houses. Around the Bridgeton area, there is now a number of growers and all have small sash houses of varying lengths and sizes, each differing from its neighbor in some small detail. Some time ago I took the opportunity to examine all these houses and from them devised a plan to build the perfect house by taking the best features from each. The basic plan still follows the general outline of those now in use at the Koster Nursery, but certain modifications have been made in the over-all dimensions and particularly in the construction of the roof to cover more ground than could be done by the original ortho-

[Continued on page 47]



Working Drawings of the Modern Sash House. Please Turn Page to Horizontal Position.



## PLANT NOTES HERE AND THERE

By C. W. Wood

Liatris is a worthy genus of native plants which should be of special interest to users of cut flowers and makers of landscape pictures. The plants are of special value as cut flowers because of their long-lasting nature as well as their beauty. One of the reasons for their longevity as useful cutting subjects is the fact that the flowers commence to open at the top of the spike and continue downward instead of the opposite movement, which is found in most plants. This makes it possible to remove the withered tops, leaving a fresh appearance until the last flower opens. Many uses are found in the landscape, too; there is a species for almost any sunny situation in the garden.

For cutting, Liatris pycnostachya and L. elegans are perhaps the best, and probably the first one is the better of the two. It is a tall, impressive plant, which attains a height of five or six feet under good treatment and produces spikes as long as 18 inches. It is densely set with flowers, purplish in the type and white in its superb variety alba, and blooms from August until severe frosts. L. elegans, a 2-foot plant with the characteristic wandlike spike of purple, is not so well-known or hardy as L. pycnostachya. In northern Michigan, L. scariosa is found mostly on dry, pine plains in soil of a high acid content. There it attains a height of two feet or less but grows to five feet in moist, fertile soil in other parts of its range. In the type the flower color is purple; September Glory is a glorified version of the type, with a long spike of purple buttons, set closely on a 6-foot stem; variety alba is a white form of the type, which grows about two feet tall in Michigan, and White Spire is a white form of September Glory, making the same stately growth.

The foregoing is just a beginning in liatris. They include the best of cutting subjects, as far as I know them, but most others are useful in that sphere, and all the species have definite uses in the landscape. Of these the following may be mentioned: L. cylindracea, a foot-tall plant with rosy-purple cylindrical

flower heads; L. graminifolia, 2 to 3-foot plants, with slender stems of purplish flowers (not always hardy in northern Michigan, although its variety dubia appears to be entirely so) and L. spicata, purple flowers on stems to five feet in height, preferably grown in moist soil. L. spicata seems to be confused in gardens with L. scariosa, and that may account for the notion that L. scariosa needs a moist soil, for I never saw it in moist situations. L. ligulistylis is a 12 to 18-inch plant with large heads of rosy-purple flowers.

All liatris that I know require sunshine and a well-drained soil. This

does not mean that they are at their best in an infertile soil, and worthwhile results as cut flowers are not to be expected from a lean growing medium. All, with the exception of L. spicata, which is said to prefer a moist home, do well in dry soil. But, to obtain spectacular results from L. pycnostachya and L. scariosa, give them a high culture and moisture when needed. They are easily grown from seeds sown in spring or fall, preferably the latter, I believe; by offsets produced at the base of some species; by division, and by leaf cuttings. The last-named process is accomplished by pulling away a

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basal leaf with a heel attached. This is inserted in a partly shaded frame until a new tuber, roots and top growth indicate that it is ready to be transplanted to a frame where moisture conditions are under control.

### Lobelia

While reading some notes of about 20 years ago, I came upon a hybrid lobelia produced just after we had tried to grow some of them. Because the notes might be of interest at this time, I am giving a few extracts below.

The named varieties of lobelia, usually attributed to *L. cardinalis*, but more properly assigned to *L. fulgens*, a Mexican species, are splendid garden ornaments but too tender for growers in northern Michigan. We were successful in flowering plants of Lord Ardilaun, which were carried during winter in a protected frame, and several seedlings have done as well, but Queen Victoria, Hutman and a few others, not mentioned specifically in the notes, always perished under the ordeal. Lord Ardilaun proved to be a lovely, light vermilion flower with dark red leaves and bronzy stems—an outstanding combination. The foregoing pessimistic account of the hybrids prompts a few words on our hardy native species.

Nurserymen might well make more of these native plants, not only for the money the plants would bring in but for the good of horticulture as well. Apparently, aside from *L. cardinalis* and *L. siphilitica*, few native plants are known to gardeners. Both of these are perfectly hardy and would, no doubt, be more often used in gardens if horticultural literature were not full of the misinformation that the plants must have low, moist or even wet ground to grow well at all. It is true, of course, that both are at their best in such situations, though they will give a good account of themselves in a humus-filled soil in an ordinary partly shaded border. We never had much success in transplanting native plants from moist ground to dry soil, but seedlings which had always been kept on the dry side (dry side from the lobelia's standpoint, of course) did well under ordinary garden care.

In addition to these, America has a number of other hardy kinds which might be of interest to gardeners. Of these, *L. dortmanna*, the water lobelia, is good for the grower of aquatic plants. It is found in shallow water, usually 10 inches or less in depth, having the leaves submerged and



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2 to 3 ft.	.60	<i>Philadelphus virginicus</i> , 18 to 24 ins.	.40	<i>Viburnum opulus</i> , 12 to 18 ins.	.30
<i>Aronia brilliantissima</i> , 18 to 24 ins.	.45	2 to 3 ft.	.50	18 to 24 ins.	.40
2 to 3 ft.	.60	<i>Physocarpus opulifolius</i> , 18 to 24 ins.	.35	<i>Viburnum opulus</i> , sterile,	
<i>Calycanthus floridus</i> , 12 to 18 ins.	.35	2 to 3 ft.	.45	12 to 18 ins.	.35
<i>Callicarpa purpurea</i> , 12 to 15 ins.	.35	<i>Physocarpus opulifolius aurea</i> ,		18 to 24 ins.	.50
<i>Celastrus orbiculata</i> , 2 to 3 ft.	.35	12 to 18 ins.	.25	2 to 3 ft.	.65
<i>Cephalanthus occidentalis</i> ,		<i>Physocarpus opulifolius nana</i> ,		3 to 4 ft.	.85
12 to 18 ins.	.25	2 to 3 ft.	.45	<i>Weigela candida</i> , 12 to 18 ins.	.25
18 to 24 ins.	.35	<i>Prunus glandulosa alba</i> ,		18 to 24 ins.	.35
2 to 3 ft.	.45	12 to 18 ins.	.35	<i>Weigela Eva Rathke</i> , 12 to 18 ins.	.40
<i>Cercis chinensis</i> , 12 to 18 ins.	.25	<i>Prunus glandulosa rosea</i> ,		18 to 24 ins.	.45
18 to 24 ins.	.30	12 to 18 ins.	.40	2 to 3 ft.	.55
2 to 3 ft.	.50	<i>Prunus tomentosum</i> , 12 to 18 ins.	.35	<i>Weigela Feerie</i> , 12 to 18 ins.	.40
<i>Clethra alnifolia</i> , 18 to 24 ins.	.50	18 to 24 ins.	.50	18 to 24 ins.	.50
2 to 2½ ft.	.65	2 to 3 ft.	.60	<i>Weigela floribunda</i> , 12 to 18 ins.	.25
<i>Cornus alba</i> , 12 to 18 ins.	.25	<i>Rhamnus caroliniana</i> , 18 to 24 ins.	.40	18 to 24 ins.	.35
18 to 24 ins.	.30	<i>Rhamnus cathartica</i> , 12 to 18 ins.	.30	<i>Weigela Gustave Mallet</i> ,	
2 to 3 ft.	.45	18 to 24 ins.	.40	12 to 18 ins.	.35
<i>Cornus paniculata</i> , 18 to 24 ins.	.35	2 to 3 ft.	.50	18 to 24 ins.	.45
<i>Corylus americana</i> , 12 to 18 ins.	.45	3 to 4 ft.	.60	2 to 3 ft.	.55
18 to 24 ins.	.55	<i>Rhodotypos kerrioides</i> , 12 to 18 ins.	.35	<i>Weigela rosea</i> , 12 to 18 ins.	.25
2 to 3 ft.	.65	18 to 24 ins.	.45	2 to 3 ft.	.45
<i>Cydonia japonica</i> , 12 to 18 ins.	.25	<i>Rosa setigera</i> , 12 to 18 ins.	.30	<b>VINES</b>	
<i>Deutzia gracilis</i> , 9 to 12 ins.	.30	18 to 24 ins.	.40	<i>Actinidia arguta</i> , 18 to 24 ins.	.50
15 to 18 ins.	.55	<i>Rosa wichuraiana</i> , 18 to 24 ins.	.40	2 to 3 ft.	.60
18 to 24 ins.	.65	<i>Spiraea billardi</i> , 18 to 24 ins.	.30	3 to 4 ft.	.75
<i>Deutzia gracilis</i> , rosea, 2 to 2½ ft.	.90	3 to 4 ft.	.50	<i>Ampelopsis quinquefolia</i> , 1-yr.	.18
<i>Deutzia lemoinei</i> , 12 to 18 ins.	.35	<i>Spiraea billardi</i> , Anthony Waterer,		2-yr.	.22
18 to 24 ins.	.45	9 to 12 ins.	.25	<i>Ampelopsis engelmanni</i> , 1-yr.	.18
2 to 2½ ft.	.55	<i>Spiraea prunifolia plena</i> ,		2-yr.	.22
<i>Diervilla sessilifolia</i> , 18 to 24 ins.	.40	18 to 24 ins.	.40	<i>Ampelopsis tricuspidata veitchii</i> , 1-yr.	.25
<i>Euonymus radicans</i> , 9 to 12 ins., 2-yr.	.45	<i>Spiraea thunbergi</i> , 2 to 2½ ft.	.45	<i>Celastrus orbiculata</i> , 2 to 3 ft.	.35
<i>Hydrangea paniculata grandiflora</i> ,		<i>Stephanandra flexuosa</i> , 18 to 24 ins.	.50	<i>Lycium chinense</i> , 12 to 18 ins.	.22
12 to 18 ins.	.30	<i>Symphoricarpos chenaultii</i> ,		<i>Wistaria multiflora</i> ,	
<i>Hypericum moserianum</i> , 1-yr.	.50	12 to 18 ins.	.20	1-yr., 12 to 18 ins.	.35
<i>Ilex verticillata</i> , 12 to 18 ins.	.40	18 to 24 ins.	.30	2-yr., 2 to 3 ft.	.50
<i>Jasminum nudiflorum</i> , 12 to 18 ins.	.35	2 to 3 ft.	.35	<b>HEDGE PLANTS</b>	
18 to 24 ins.	.45	3 to 4 ft.	.40	<i>Berberis thunbergii</i> ,	
2 to 3 ft.	.60	<i>Symphoricarpos racemosus</i> ,		3-yr., T., 2½ to 3 ft.	.60
<i>Lonicera fragrantissima</i> , 12 to 18 ins.	.25	12 to 18 ins.	.20	<i>Ligustrum amurense</i> , 18 to 24 ins.	.16
18 to 24 ins.	.35	18 to 24 ins.	.25	2 to 3 ft.	.22
<i>Lonicera morrowi</i> , 12 to 18 ins.	.25	2 to 3 ft.	.35	3 to 4 ft.	.28
18 to 24 ins.	.35	3 to 4 ft.	.45	<i>Ligustrum ibota</i> , 12 to 18 ins.	.22
<i>Lonicera tatarica alba</i> , 18 to 24 ins.	.35	<i>Symphoricarpos vulgaris</i> ,		18 to 24 ins.	.27
2 to 3 ft.	.45	12 to 18 ins.	.20	<i>Ligustrum regelianum</i> , 12 to 18 ins.	.25
3 to 4 ft.	.55	18 to 24 ins.	.25	<i>Ligustrum ovalifolium</i> , 12 to 18 ins.	.08
<i>Lonicera tatarica rosea</i> , 18 to 24 ins.	.35	2 to 3 ft.	.35	18 to 24 ins.	.10
2 to 3 ft.	.45	3 to 4 ft.	.45	2 to 3 ft.	.15
<i>Lonicera tatarica zabelii</i> ,		<i>Viburnum americanum</i> ,		4 to 5 ft.	.30
18 to 24 ins.	.35	12 to 18 ins.	.30	5 to 6 ft.	.40
2 to 3 ft.	.45	18 to 24 ins.	.45		

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PRINCETON N. J.

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## Buy These Special Pack Collections



We import a very complete assortment of Dutch bulbs. Send for price list.

### COLLECTION NO. 1

<b>650 Tulips</b>	<b>\$20.00</b>
	(List price \$21.45)
200 Bartigon, red	
100 Golden Harvest, yellow	
100 Princess Elizabeth, pink	
50 White Queen, white	
50 Dillenburg, orange	
50 Queen of the Night, deep purple	
100 Mixed colors, all shades	

**650 bulbs; cost \$20.00; sell for \$40.00  
(Retail for 75¢ per dozen. Your markup, 50%)**

### COLLECTION NO. 2

<b>1000 Bulbs</b>	<b>\$30.00</b>
	(List price \$31.95)
650 Tulips (same assortment as in Collection No. 1)	
100 Daffodils, King Alfred—(Retail at \$1.00 dozen)	
250 Crocus, mixed colors—(Retail at .60 dozen)	

**1000 Bulbs; cost \$30.00; sell for \$61.50  
(Your markup 50%)**

ALL THE ABOVE BULBS ARE PACKED IN SACKS WITH PICTURES OF THE BLOOM IN COLOR. COLORFUL DISPLAY POSTER FURNISHED WITH EACH ORDER. RESERVE YOUR BULBS NOW FOR SHIPMENT IN SEPTEMBER. THESE PRICES WILL BE WITHDRAWN JULY 1, 1954.

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PEEKSKILL NURSERY Phone: Lakeland 8-5595 SHRUB OAK, N. Y.

pale blue flowers on a scape. *L. kalmii*, of northern states, is a good bog subject that seems to have been overlooked by commercial people and gardeners alike. It is found in this section growing on stream banks and in bogs, varying from six inches to a foot in height, though it may become taller, according to horticultural books. *L. sessifolia* is an Alaskan plant that I never have grown, as far as I remember now. It is said to be a low-growing thing, usually less than 10 inches, with violet-colored flowers in abundance. When speaking of propagation, seedage is the first method that comes to mind, and this type is easily accomplished by fall sowing in an open frame. But, when proceeding to improved forms of propagation, vegetative reproduction is necessary. Division may be practiced in most cases and is often sufficient to cover one's needs; however, when more rapid increase of the named forms or separate colors of *L. cardinalis* occurs, stem cutting after the following manner is to be recommended: Take the blooming stalk to within a few inches of the surface and remove the actual blossom spike but leave all stem leaves intact. Lay the stalk on the sand of a cutting box, covering it not more than a quarter of an inch deep with sand. If kept fairly close, from one to several tiny plantlets will form in each leaf axil in 30 days or less. These should be removed when large enough to be handled and planted out in a frame, where they can be protected during their first winter.

### Some Thoughts on Arabis

It is said that there are more than 100 arabis native to North America. If five per cent of them were of garden value, we would have five more good kinds for our gardens. Surely there must be a few that could be used. Actually, *Arabis drummondii* is the only one, except *A. alpina*, which is also native to Europe and Asia, that is known to any extent. In addition to these, the following may be recommended: *Arabis holboelli* is a lavender-pink kind found throughout southern Canada from the Atlantic ocean to British Columbia and has been reported to be found from Michigan along the shores of Lake Huron. I diligently searched for it there without success, and since seeds were not available in this country at that time, I had to send to Europe for them. The plant reaches eight inches or more in height and bears lavender-pink flowers in June.

It is to be regretted that many

## GROW THOSE PLANTS IN PLANTAINERS



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Weight—10 oz.

Height— $6\frac{1}{8}$  ins.

Diameter—Top 6 ins.

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A small section of the over-winter test plots at the D. Hill Nursery Co.  
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Flowering shrubs and trees can be sold at the height of their most attractive period. Uniform eye appeal—attractive **PLANTAINERS** improve the appearance of all evergreens, trees, shrubs and make possible a better product in a far better sales package.

No messy burlap or tar paper—just tap your **PLANTAINER** and the plant is ready to grow with an undisturbed root system.  
No setback—No losses!

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Every variety of tree or shrub can be grown in the soil mixture best suited to its requirements, and the nutrient level of this mixture readily maintained. No expensive plant food or water is wasted on weed crops, headlands, or between field rows. Drought periods do not exist with **PLANTAINER** culture.

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**ALL THESE ADD UP TO MORE SALES AND PROFIT!**

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**NORTH STATE NURSERY COMPANY**  
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3315 N. W. 46th St., Miami, Fla.

**SHELTON & COMPANY**  
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**MR. JIM MEADOWS**  
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## Lining-out Stock

Two-year grafts in:

- Lilacs** in choice varieties (true to name) (sold out)
- Rivers' Purple Beech** (sold out)
- Red Japanese Maple** (sold out)
- Wistaria Chinensis** (blue)
- Wistaria Rosea** (pink)

One-year grafts in:

- Japanese Flowering Cherry, Kwanzan** (double pink)
- Juniperus Pfitzeriana**
- Viburnum Carlesi**

Two-year transplants in:

- Forsythia Spring Glory** (new)
- Ilex Convexa** (cuttings)
- Prunus Maritima** (Beach Plum)

One-year transplants in:

- Juniperus Hetzi**
- Magnolia Soulangeana** (grown from cutting)
- Regel Privet** (genuine)

Seedlings in:

- Prunus Maritima** (Beach Plum)
- Viburnum Carlesi**

Ask for complete list on  
**LINERS** and **FINISHED STOCK**. Your inspection is cordially invited at any time.

**C. HOOGENDOORN**

Turner Rd. Newport, R. I.

plant growers continue to confuse *A. alpina* and *A. albida*. As has been pointed out in this column before, most of the material bearing the *A. alpina* label is really *A. albida*. Looking at them from the garden viewpoint, we may differentiate between the two—*A. alpina* is not so tall as the other and does not bloom so early. It is probably not possible now to correct the confusion, for the two plants have been grown together for years and have been interbred, and thus produced intermediate forms.

Then, to close these brief *arabis* notes, there is the Rocky Mountain *A. lemmoni*, of a lovely pink shade, which is slightly confused in literature. For instance, one author states that it blooms in early spring, and the next author records that blooming is delayed until July. Evidently both writers were telling of different conditions in the plant's native habitats. In the submontane and montane regions of Colorado, *A. lemmoni* would naturally bloom within a month of the passing of its snow covering, which would be in the spring in the lower reaches of its range, while it might not be released from winter's grip on the high peaks until some time in June. In any event, it blooms in early spring in lowland gardens, sending up 6-inch growths bearing pretty, pink crossflowers. It is not difficult to cultivate in the east, especially if material from the submontane areas can be found. *A. lemmoni* apparently needs little more than a gravelly, sandy soil with a bit of leaf mold and attention to watering in dry weather.

### Senecio

While writing the note on native *arabis*, I remembered that the same collector that sent me *Arabis lemmoni* also sent me several species of *senecio*, some of which proved to be good garden plants. As that was many, many years ago, I had to refer to notes made at the time for the following:

Of the less known natives, *Senecio fendleri* is about the best of the rock garden kinds that we had. It is an alpine from Colorado and Utah, growing about two inches tall, mostly with deeply pinnatifid leaves, covered with tufts of wool, making a pretty ornament alone. The flowering period varies, apparently lasting from June into August in its mountain home; here in Michigan, we were fortunate that it lasted throughout June. Like the blossoms of most groundsel, the flower color is yellow. It was amenable in our trials,

## LINING-OUT STOCK

IN WIDE ASSORTMENT

Hardy Azaleas, Pink Dogwood, Jap. Red Maples, Old English Boxwood, Lilacs (French Hyb.), Evergreens, etc., in 1, 2 and 3-yr. transplants, at competitive prices. Write for list.

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DEERFIELD STREET P. O., N. J.

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Assortment of Large-size Plants for Landscape Planting

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- Quality Nursery Stock
- Lining-Out Stock
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**FRUIT TREE  
SEEDLINGS**  
 and  
**SHADE  
TREES**



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MAZZARD  
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APPLE  
PEAR  
and QUINCE  
SEEDLINGS**

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Present Owners: JOHN HOLMASON and MARTIN and J. P. HOLMASON

2244 N. Skidmore Court      ★      Portland, Oregon

Dear Fellow Nurserymen:

Here is your old friend John again, and I want to take this opportunity to thank all of you for the business you have given us in the past and especially for this last winter's business.

From all indications, it looks like 1954 will be just as good as 1953 and even better. We have already received orders for about one fourth of our crop that is coming on and inquiries for different things in almost every mail.

This spring we have had the most peculiar weather I think we have ever experienced. Most of the soft fruits are damaged, and in some localities the loss is very heavy. North of us, in British Columbia, we understand their fruit crops are completely wiped out by the hard frosts.

We lost about one half of our apple and pear seedlings a month ago by frost, but we are prepared each year with extra seed in case something should happen as it did this year. Just as soon as we found our seedlings were frozen, we prepared the land again and replanted the apple and pear seeds. We are very thankful that our second planting is a good stand and coming along fine. We thought that our customers would be interested to know how our crops were doing at this time.

Do not be afraid to send your orders in now for, unless something beyond our control should happen, we will be able to take care of you with anything that is in our line of nursery stock. Our Price List for fall of 1954 and spring of 1955 will be sent upon request. Again thanking you and with our very best wishes to each one of you, we remain,

Sincerely yours,  
 PACIFIC COAST NURSERY  
 J. Holmason & Sons  
*John Holmason*

## NORTHERN-GROWN STOCK

### LANDSCAPE-SIZE SHRUBS

	Per 10	Per 100
Clethra alnifolia	\$4.00	\$35.00
2 to 3 ft. ....	6.00	50.00
3 to 4 ft. ....	8.00	70.00
Ilex verticillata		
2 to 3 ft. ....	6.00	50.00
3 to 4 ft. ....	7.00	60.00
Viburnum cassinoides		
2 to 3 ft. ....	5.00	40.00
3 to 4 ft. ....	6.00	50.00
Viburnum dentatum		
2 to 3 ft. ....	4.50	35.00
3 to 4 ft. ....	6.00	50.00

### SUGAR MAPLES

	Unit price in quantities	10 to 50 to
Acer saccharum		49 250
1 1/2 to 1 1/2-in. cal. ....	\$ 4.00	\$ 3.50
1 1/2 to 1 1/2-in. cal. ....	6.00	5.00
1 1/2 to 2-in. cal. ....	7.00	6.00
2 to 2 1/2-in. cal. ....	9.00	8.00
2 1/2 to 3-in. cal. ....	12.00	10.00

### CLUMP BIRCH

	Per 10	Per 100
Paper Birch		
5 to 6 ft. ....	49	250
3 stems and up....	\$ 30.00	.....
6 to 8 ft. ....	40.00	.....
Gray Birch		
4 to 6 ft. ....		
3 to 6 stems ....	20.00	\$150.00
6 to 8 ft. ....	35.00	250.00
3 to 6 stems ....	35.00	250.00

All stock is first-quality collected material except as otherwise noted. See the September 15 issue, pages 16, 17 and 18, for complete wholesale list for Fall, 1953, and Spring, 1954, of Hardy Native Ferns, Lilies, Orchids, Wild Flowers, Trees, Shrubs and Evergreens.

ISAAC LANGLEY WILLIAMS

P. O. Box 352

EXETER, N. H.

## ROSA MULTIFLORA JAPONICA

Hardy northern-grown seedlings. Upright, thorny type for stock-tight living fences, conservation and understock. We select our seeds for trueness to type. The plants are excellently grown.

Taking Orders Now for Fall, 1954, and Spring, 1955

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## COTONEASTER

	Per 100	Per 1000
Cotoneaster Dielsiana, 1-yr., S., 8 to 15 ins. ....	\$10.00	\$ 90.00
Cotoneaster Praecox, 1-yr., S., 4 to 8 ins., br. ....	25.00	225.00

Turner Road

C. HOOGENDOORN

Newport, R. I.

**J & P**

EVERGREENS  
SHADE TREES

SHRUBS, VINES  
HEDGE PLANTS, etc.

In good assortment.

**Jackson & Perkins Co.**  
NEWARK,  
NEW YORK STATE

## WE OFFER

	Per 100	Per 1000
Ampelopsis veitchii (Boston Ivy)		
1-yr., S. ....	\$6.00	\$40.00
Berberis thunbergii (green)		
2-yr., S., 4 to 9 ins... 5.00	35.00	
2-yr., S., 9 to 12 ins... 6.50	50.00	
Berberis thunbergii atropurpurea (Redleaf)		
2-yr., S., 4 to 9 ins... 6.00	40.00	
2-yr., S., 9 to 12 ins... 9.00	75.00	

Ask for list.

**BROUWER'S NURSERIES**

P. O. BOX 25, NEW LONDON, CONN.

## HEMLOCK

Rhododendron — Kalmia  
Azalea

CURTIS NURSERIES  
CALICOON, N. Y.

	Per 100
ILEX bullata, 6 to 8 ins., 2-yr., T. ....	\$15.00
8 to 10 ins., T. ....	20.00
PIERIS Japonica, 4 to 6 ins., T. ....	15.00
6 to 8 ins., TT. ....	20.00

Send for List of Unusual Plants

**ALANWOLD NURSERY**  
NESHAMINY, Bucks Co., PA.

asking for no more than good drainage and the average amount of moisture. *S. fendleri* is especially good as a wall plant.

The foregoing may not be the best of the small western kinds, though it is the best that I recall. Since gardeners have not been too interested in strange composites, there has been little incentive for collectors to bring them in; as a consequence, few are known in eastern gardens. Such kinds as *S. harbouri*, a little white woolly plant from the high peaks of Colorado; *S. porteri*, from the same region except that it is said to grow even higher, and *S. alpicola*, from the highest mountains of Montana, where it is said to grow little more than an inch tall, producing lemon-yellow flowers during July—these and more await the enterprise of some enthusiast to make them known to American gardeners. The immediate monetary reward probably would not compensate for the work and expense one would surely encounter in making a collection of the better American groundsel; so long as we have to see immediate returns for all our efforts, just so long will American horticulture lag behind.

### First Flowers of Spring

A West Virginia reader asks for a brief list of plants that liven up early spring days. The following is offered, not as a complete compilation but as a good start in that direction.

There is always a race among amateur gardeners for the first spring flower. Therefore, the neighborhood grower who takes that fact into consideration when he plants his plantings is going to add many sales to his total. A short list of early-flowering plants follows: *Adonis vernalis*, *Arabis alpina*, *Draba aizoides*, *Helleborus orientalis*, *Primula denticulata*, *Viola odorata* and *V. papilio*; among bulbs, *Crocus biflorus*, *C. imperati*, *C. tomasinianus*, *C. susianus*, *C. sieberi*, *Eranthis hyemalis*, the snowdrops, *Iris reticulata* and the squills, and among the shrubs, *Cornus mas*, *Daphne mezereum*, *forsythia*, *Hamamelis mollis*, *H. vernalis*, *Jasminum nudiflorum* and *Lonicera fragrantissima*.

CORLISS BROS., INC., Gloucester, Mass., nurseryman, landscape architect and florist's firm, held the 20th annual get-together recently for staff members and guests. The firm was a recipient the past November of a "Plant America" award from the American Association of Nurserymen for its landscaping of the Bonac Laboratories, Beverly, Mass.

# Insure your earnings 8 ways with this great new fungicide

## ORTHOCLIDE

GARDEN FUNGICIDE (contains 50% Captan)



### Controls all these plant diseases:

1. **Damp-off** on cuttings such as azaleas, chrysanthemums, carnations.
2. **Rot diseases** on many plants and seedlings when used as preplanting soil treatment.
3. **Rust, leaf spot, Botrytis Flower Blight** on carnations, chrysanthemums and other flowers.
4. **Black spot** on roses.
5. **Brown patch leaf spot and root rot** on lawns and turf.
6. **Blight, leaf spot and downy mildew diseases** on certain vegetable plants.
7. **Scab, leaf spot, brown rot** on fruit and ornamental trees.
8. **Protects certain seeds and bulbs** from damp-off and rot diseases.



Above photo shows results of California Spray-Chemical research tests when chrysanthemum (upper half) and carnation cuttings (lower half) were treated with ORTHOCIDE. In each case the two on the left are untreated and the two on the right are ORTHOCIDE treated.

*On all chemicals read directions  
and cautions before use.*

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SCIENTIFIC PEST CONTROL  
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Home Office: Richmond, Calif.



## This Business Of Ours

*Reflections on the Progress and Problems of Nurserymen*

By E. Sam Hemming

### NEW APPROACH TO SOIL FERTILITY

There have been numerous ideas, processes and even fads for feeding plants so that every time a new one comes along, it is examined with an open mind and a touch of skepticism. But some day, one of them may turn out to be one of the important discoveries of the age. Anything as basic as fertility of the soil, its maintenance and increase, will have a vital effect on the nourishment of our complex civilization.

The newest idea is the application of processed and finely pulverized rock to the soil. It first came to my attention from a recently retired chemical engineer, who directed the research of one of the largest chemical manufacturing corporations in this country. He mentioned the possibility of processing the enormous deposits of green sands for this purpose. Because of my inexperience, I did not recognize or grasp the full meaning of the idea, but when I received a circular describing and advertising the material, the potentialities of the idea became more apparent.

Topsoil is formed from rock by soil bacteria, acids and the process of weathering during a long period of time. The supply of rock to make soil is unlimited, if waiting is of no concern; but since waiting is a major problem, nature must be hurried along. In the past man has assisted nature by adding the three important fertilizers—nitrogen, phosphorus and potassium, with some trace elements thrown in. This is a superficial method and has been a great help but is only a partial answer to soil depletion. The organic gardener urges only the use of humus, but humus is only a catalyst and must have basic soil to work on. Also, there is never enough humus. Soil depletion or infertility arises from a number of causes including mismanagement and overcropping, but it also arises from natural deficiency, wherein the material broken down does not have all the necessary elements. So the introduction of the basic, necessary elements, in a form that is readily available and at an economic cost, would

seem to be the answer. The cost does not seem high.

The processors claim the material will supply the following: Potash, calcium, magnesium, iron and all necessary trace elements. One proper application will last as long as eight or 10 years. The material, unlike fertilizer, is without toxic effect on plants or bacteria regardless of amount or when used. It does not alter the pH of the soil nor leave harmful residues.

Neither the processor nor I mean to imply that this process is a substitute for the use of fertilizers, especially nitrogen and phosphorus, but

### AMERICAN NURSERYMAN

it is an important step in keeping soil the dynamic thing it is. Since the supply of nitrogen is inexhaustible as is basic rock, this is a significant step in the cycle by which soil is preserved, and it may even be the last step, whereby soil may be used and its fertility never dissipated.

### THE BULLDOZER

The war greatly extended the use of the bulldozer so that, to the contractor and landscape man, it looked like the answer to their many problems. It has been widely used by nurserymen and landscape men, but, unfortunately, it is proving to have some limitations, a few of which will be considered.

At first glance it would seem to be the ideal tool for grading jobs. I first noticed one of its limitations when sending my foreman to start a job in an adjoining county where the soil is sandy. I remarked, "This should be an easy job, digging in that sandy soil." But when we start-

### HOLLIES

One of the most complete collections of the better named evergreen hollies in the country.

American  
English

Chinese  
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Available in three to six-inch pots.  
Send for Trade List.

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EVERGREEN TREE LINING-OUT STOCK

Spring, 1954 and Fall, 1954

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Splendid Stock

Write for Special Quotations

LESTER C. LOVETT

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Magnolias Pyracantha  
Ilex Convexa Azalea Mollis  
Gallon cans or pots for summer sales.  
50,000 Deciduous Azaleas, 1-yr., T.  
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Perennials, Roses

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TREES and PLANTS

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### EVERGREENS

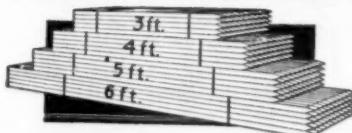
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For Spring and Fall, 1954

Write for Price List and Planting Guide.

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**CYPRESS PLANT STAKES**

50 PIECES TO BUNDLE

1 x 1-in.—3 ft., pointed .	<b>\$3.00</b> per bundle
1 x 1-in.—4 ft., pointed .	3.50 per bundle
1 x 1-in.—5 ft., pointed .	4.50 per bundle
1 x 1-in.—6 ft., pointed .	5.50 per bundle
1 x 1-in.—7 ft., pointed .	<b>7.00</b> per bundle

These stakes are made of cypress and redwood and are good strong stakes and will give long service. "A little better than seems necessary."



42c EACH

**CYPRESS SEED FLATS**

Size 20 x 15 x 3 inside measure. Shipped knocked down and bundled, 10 flats to a bundle. Sides and bottom  $\frac{3}{8}$  in. thick; ends  $\frac{3}{4}$  in. thick. These flats made of genuine Dense Virgin Cypress, the kind that lasts and lasts.

**DAHLIA OR TREE LABELS**

Price per 1000  
3 $\frac{1}{2}$ x $\frac{5}{8}$  ins. Notched, not wired..... \$2.50 3.00  
3 $\frac{1}{2}$ x $\frac{5}{8}$  ins. Wired (Copper)..... 3.30 4.10

**POT LABELS**

4x $\frac{5}{8}$ ins. (Ctns. 1000 ea.).....	3.30	3.95
5x $\frac{5}{8}$ ins. (Ctns. 1000 ea.).....	3.60	4.30
6x $\frac{5}{8}$ ins. (Ctns. 1000 ea.).....	3.90	4.65
Price per carton		
8x $\frac{5}{8}$ ins. (Ctns. 500 ea.).....	3.00	3.60
10x $\frac{5}{8}$ ins. (Ctns. 500 ea.).....	3.50	4.25

**GARDEN STAKES**

8x $\frac{7}{8}$ ins. (Ctns. 250 ea.).....	2.50	3.00
10x $\frac{7}{8}$ ins. (Ctns. 250 ea.).....	2.75	3.25
12x $\frac{7}{8}$ ins. (Ctns. 100 ea.).....	1.75	2.00

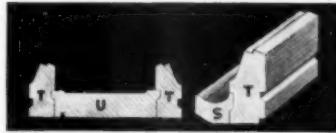
Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

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Pure zinc with spiked heads; point is beveled to hold tight against the glass. Do not substitute these pure points with cheap galvanized brads. Pure zinc will never rust. Save yourself future repairs by using only Pure Zinc Points. The Ever-lasting Kind.

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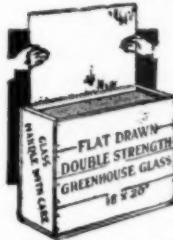
**Fine Quality Greenhouse Moldings To Complete Houses of any Size****GUTTER ASSEMBLY****Roof Ventilator Sash**

7 ft. 1 $\frac{1}{2}$ ins. wide x 29 ins. high for 5 lts.	16-in. glass..... \$7.50
5 ft. 8 $\frac{1}{2}$ ins. wide x 29 ins. high for 4 lts.	16-in. glass..... 6.00
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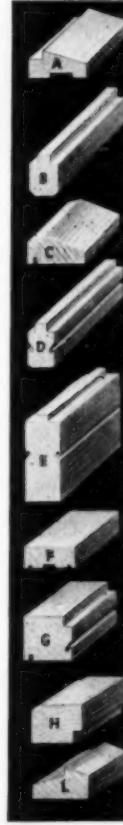
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14x20 DS box 26 lights.	8.50
16x18 DS box 25 lights.	8.50
16x20 DS box 23 lights.	8.50
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20x20 DS box 18 lights.	8.50

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Size 1 $\frac{3}{4}$  x 1 $\frac{1}{2}$  ins.  
Price per lineal foot .15c**C—Eave**Size 1 $\frac{3}{4}$  x 2 $\frac{1}{2}$  ins.  
Price per lineal foot .23c**C—Eave**For larger houses where pipe posts are used.  
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Price per lineal foot .70c**D—Rafter (Sash Bar)**With drip groove.  
Size 1 $\frac{3}{4}$  x 2 $\frac{1}{2}$  ins.  
Price per lineal foot .25c**E—Ridge**Size 1 $\frac{3}{4}$  x 4 $\frac{1}{2}$  ins.  
Price per lineal foot .45c**F—Ridge Cap**Size 1 $\frac{3}{4}$  x 2 $\frac{1}{2}$  ins.  
Price per lineal foot .20c**G—Gable Rafter**Size 2 $\frac{1}{2}$  x 2 $\frac{1}{2}$  ins.  
Price per lineal foot .40c**H—Corner Post**Size 2 x 2 $\frac{1}{2}$  ins.  
Price per lineal foot .40c**J—Vent Weather Strips**Are wedge shape and fit over tongue of roof bars. Furnished in pairs to fit at each end of roof vent sash.  
Price per pair ... \$1.00**K—Side Vent Sash Bottom**Size 1 $\frac{3}{4}$  x 3 ins.  
Price per lineal foot .26c**L—Sash Sill**Size 1 $\frac{3}{4}$  x 2 $\frac{1}{2}$  ins.  
Price per lineal foot .23c**Evermark Pencils**

For writing on all plant labels. Will not rub off, will not wash off. This is the original Evermark—endorsed by leading growers everywhere. Send \$1.25 for trial package of one dozen 7-in. pencils.

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The Kind that Lasts and Lasts

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Arranged for 3 rows of 10-in. glass.

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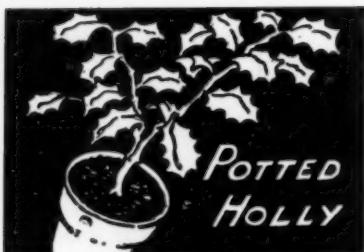
Size 2x4 ft. 2.50 4.50

No crating charge,  
the above in stock for immediate shipment.**HOTBED SASH RAFTERS**

Two-piece Cypress Hotbed Sash Rafter, 2 $\frac{1}{4}$  inches by 2 $\frac{3}{8}$  inches. Grooved upper side to carry off leakage between sash. Has square ends.

6 feet long..... \$1.50
4 feet long..... 1.00

**M—Vent Header**Size 1 $\frac{3}{4}$  x 2 $\frac{1}{2}$  ins.  
Price per lineal foot .25c**N—Doorframe**Size 2 $\frac{1}{2}$  x 2 ins.  
Price per lineal foot .40c**O—Vent Sash Rail**Size 1 $\frac{3}{4}$  x 3 ins.  
Price per lineal foot .23c**P—Vent Sash Bottom**Size 3 $\frac{1}{2}$  x 3 ins.  
Price per lineal foot .18c**Q—Vent Sash Side Stile**Size 1 $\frac{3}{4}$  x 2 $\frac{1}{2}$  ins.  
Price per lineal foot .23c**R—Vent Sash Bar**Size 1 $\frac{3}{4}$  x 1 $\frac{1}{2}$  ins.  
Price per lineal foot .12c**S—Inside Drip Gutter**Size 1 $\frac{3}{4}$  x 1 $\frac{1}{2}$  ins.  
Price per lineal foot .15c**T—Gutter Side**Size 1 $\frac{3}{4}$  x 3 $\frac{3}{8}$  ins.  
Milled to fit either side of gutter bottom without leaks.  
Price per lineal foot .30c**U—Gutter Bottom**Milled with concave bottom to hold water away from sides.  
Made in three widths as follows:U-6—1 $\frac{3}{4}$  x 6 ins., lin. ft. .... 45cU-8—1 $\frac{3}{4}$  x 8 ins., lin. ft. .... 55cU-10—1 $\frac{3}{4}$  x 10 ins., lin. ft. .... 70c**Youngstown, Ohio**

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We have choice named varieties which have been widely used by many eastern nurseries. Root-bound holly liners out of 3-in. pots or deep soil cans, from 6 to 10 ins. high. Also rooted cuttings. *Ilex Cornuta Burfordi*, *Franklinia* rooted cuttings and 2-yr. liners. *Astrophyllion*, out of 3-in. pots.

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ed to dig beds, dig holes and prepare the soil, we found it as hard and as tight as any clay one could come upon. I asked the owner and she informed me that the ground had been graded with a heavy bulldozer.

Since then I have been looking for this condition and have found it repeated whenever a bulldozer is used. On heavy, clay soils it is still worse. The soil is packed so tightly that when holes are dug the soil comes out in shale-like layers.

Since improper plowing when the soil is wet can ruin good soil for years, surely this tight packing will do so, too. We find that when we put a lawn in after a bulldozer has done the grading, it takes more work to work up the soil properly, and, in dry weather, we have trouble putting the plow points into the soil or making the Rototiller go deep enough. We are cautioning our customers against excessive use of the bulldozer.

In still another direction, the bulldozer is used without restraint because of its seeming efficiency. In working and clearing ground for housing developments, the operators have a tendency to remove more trees than necessary and also to grade too evenly when a little elevation change might be more attractive. Another offense is the indiscriminate stirring of topsoil and subsoil even when unnecessary.

E. S. H.

**BLUEGRASS GROUP FORMED**

Growers and processors of Merion bluegrass have recently organized an association, at Imbler, Ore., to be known as the Merion Bluegrass Association. The association was formed to establish standards of quality and policy as well as to disseminate information on the grass.

Officers of the Merion Bluegrass Association are president, Arden Jacklin, Jacklin Seed Co., Dishman, Wash.; vice-president, George Royes, George Royes Seeds, Imbler, Ore., and secretary-treasurer, Dwight Hopkins, H. L. Wagner & Sons, Imbler. Directors of the association include George Royes; Stan Fagg, Northrup King & Co., Albany, Ore.; Dwight Hopkins; E. A. Geary, Geary Bros., Klamath Falls, Ore.; Arden Jacklin; Gager Vaughan, Vaughan's Seed Co., Chicago, Ill., and Paul Barnes, Eastern Oregon Mills, Madras, Ore.

All dealers, growers and processors of Merion bluegrass will be invited to join the association.

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Per 100  
Strong 1-yr., T., 4 to 7 ins. \$25.00  
Strong 2-yr., T., 6 to 12 ins. 35.00  
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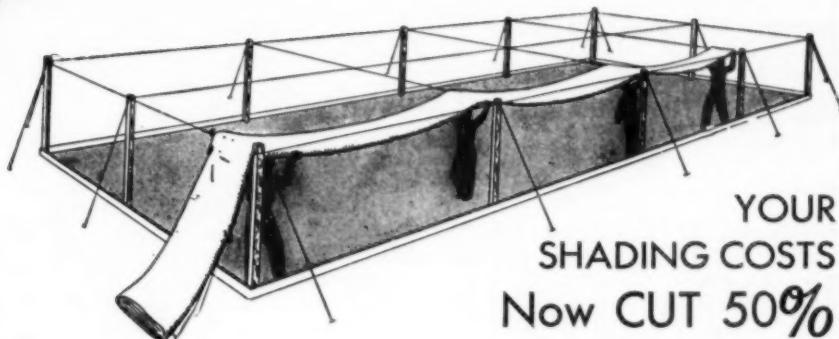
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67%	49½c	33½c
73%	54½c	38¾c
81%	59c	43½c
90%	65½c	46½c
	70½c	58½c

Above prices are for standard 72-in. widths in any length. Sewed to your dimensions with rotproof Du Pont Orlon thread, in a triple thread safety lock, at 4c per yd. additional. Prices F.O.B. Eatontown, N. J.

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**Cornus Florida**, 3 to 4 ft., 4 to 5 ft., 5 to 6 ft., 6 to 7 ft., 7 to 8 ft. and 8 to 9 ft.  
**Single and Multiple Stem Euonymus Alatus**, 2 to 3 ft. and 3 to 4 ft.  
**Euonymus Alatus Compactus**, 15 to 18 ins. and 18 to 24 ins.  
**Euonymus Radicans Carrierei**, 15 to 18 ins.  
**Euonymus Vegetus**, 12 to 15 ins., 15 to 18 ins. and 18 to 24 ins.  
**Euonymus Coloratus**, 2, 3 and 4-yr.  
**Pfitzer Juniper**, 12 to 15 ins., 15 to 18 ins. and 2 to 3 ft.  
**Hetz Juniper**, 2 to 3 ft.  
**Red Pine**, 4 to 5 ft., 5 to 6 ft., 6 to 7 ft. and 7 to 8 ft.  
**Norway Spruce**, 3 to 4 ft. and 4 to 5 ft.  
**Scotch Pine**, 3 to 4 ft. and 4 to 5 ft.  
**Taxus Cuspidata**, 15 to 18 ins. and 18 to 24 ins.  
**Taxus Andersoni**, 15 to 18 ins. and 18 to 24 ins.

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## SURPLUS STOCK CALIFORNIA PRIVET

12 to 30 ins., row run, br. stock  
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 Liners in 2-in. pots.....\$2.00 \$18.00

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## COVER ILLUSTRATION

### Cytisus Praecox

The brooms, genus *cytisus*, are mostly small to medium-size shrubs, colorful with their abundance of flowers, mostly of the yellow shades.

*Cytisus praecox*, the Warminster broom, is less well known than some of the other species but is much worth while growing where it is hardy. The plant is upright and spreading in its habit of growth, attaining a height of about six feet at maturity. It is a hybrid between *Cytisus multiflorus* and *Cytisus purgans* and was introduced about 1867.

The leaves of this species differ from those of most of the brooms in that they are usually simple. A 3-foliate leaf is common among this group of plants. The leaves are small, one third to three fourths of an inch long, and contain soft hairs.

The flowers are the outstanding characteristic of this plant, as with all of the brooms. The flowers are a pale lemon yellow, appearing in early to mid-May; this is one of the first of the cytisus to flower. The flowers are pea-shaped, about one half inch long and borne abundantly on the dense, green twigs. The fruit is a typical pea-shaped pod about an inch long.

*Cytisus praecox* does best in well-drained, sandy soil. It does not need a rich soil. Plants should be used in sunny situations and should be given some protection, although this species is reported as being hardy in New England and elsewhere in zone 5. Plants of this group require considerable pruning to keep them in good condition, and they are best transplanted in small sizes or container-grown. They are free of serious insects and diseases and are propagated by cuttings.

The brooms are best used in mass plantings in borders and are particularly attractive against a background of evergreens.

L. C. C.

MRS. EDNA WILLIS GASKILL, editorial assistant with the California state department of agriculture, retired May 1 after 30 years of service with the department. Mrs. Gaskill was editor of the Department of Agriculture Monthly Bulletin.

DAVID A. BOSLEY, one of the two extension specialists in floriculture at the University of Wisconsin, Madison, Wis., has resigned, effective July 1, to accept a comparable position at North Carolina State College, Raleigh.

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Pot plants for late plantings:

Each Each 300  
 Per 100 and up

<i>Euonymus alatus compactus</i>		
2-yr. pots .....	\$0.22	\$0.20

<i>Euonymus radicans erectus</i>		
2-in. pots .....	.17	.15

<i>Cotoneaster apiculata</i>		
2-in. pots .....	.25	.22

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### Pot-Grown

Per 100 Per 1000

<i>Euonymus coloratus</i>		
2½ ins. ....	\$15.00	....

<i>Euonymus fortunei</i>		
2¼ ins. ....	20.00	\$185.00

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erectus 2¼ ins. ....	15.00	125.00

<i>Euonymus fortunei</i>		
variegatus (selected stock), 2 ins. ....	20.00	185.00

<i>Euonymus vegetus</i>		
2¼ ins. ....	18.50	150.00

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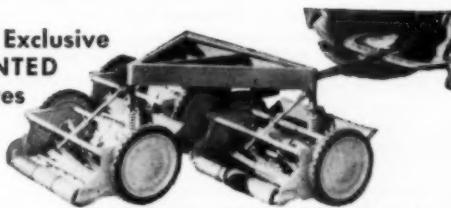
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## NURSERY STOCK

1,200 *Biota Aurea Nana*, 15 to 18 ins.  
 300 *Biota Orientalis*, 3½ to 4½ ft.  
 1,500 *Cherry, Montmorency*, 1-yr., 5/16-in. cal., 25c  
 800 *Crab Apple, Hope and Eley*, 5 to 6 ft. and 6 to 7 ft.  
 500 *Juniperus Columnaris*, 2½ to 3½ ft.  
 500 *Juniperus Fastigiata*, 2½ to 3½ ft.  
 500 *Juniperus Keteleeri*, 2½ to 3½ ft.  
 300 *Juniperus Muscata*, 2½ to 3½ ft.  
 2,000 *Juniperus Pfitzeriana*, 15 to 18 ins. and 18 to 24 ins., compact and well sheared.  
 15,000 *Privet, Amur River North*, 12 to 18 ins., 18 to 24 ins. and 2 to 3 ft. These privets are 3-yr. roots. 2-yr. tops, cut back twice, well branched.  
 300 *Rhus Cotinus*, 3 to 4 ft., 4 to 5 ft. and 5 to 6 ft.  
 300 *Thuja Pyramidalis*, 4 to 6 ft.  
 600 *Willow, Thurlow*, 4 to 5 ft., 5 to 6 ft. and 6 to 8 ft.

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## OBITUARY

### Frank C. Hetz

Frank C. Hetz, 77, founder of Fairview Evergreen Nurseries, Fairview, Pa., died May 13 after a brief illness at his home at Fairview. He founded the Fairview nurseries in 1911. Although he retired from operation of the business several years ago, he was active in the nursery in an advisory capacity.

Mr. Hetz is well-known for the many excellent varieties of evergreens he developed, some of which bear his name.

He was an active church worker and a trustee of the Fairview Methodist Church.

The Fairview Evergreen Nurseries is a member of the American Association of Nurserymen and the Pennsylvania Nurserymen's Association.

Mr. Hetz is survived by his widow, three sons and a daughter.

### Lyle L. Atwood

Lyle L. Atwood, 48, owner of Atwood Rose Nursery, Tyler, Tex., died May 8 in a Tyler hospital after an illness of seven months.

Mr. Atwood had been in the nursery business for himself for 35 years. He was a member of the American Association of Nurserymen.

Surviving Mr. Atwood are his widow, one daughter, six brothers and two sisters.

### GLENN DALE AZALEAS

A garden of specimen azalea plants, each of which is a Glenn Dale hybrid developed by a retired United States Department of Agriculture scientist, B. Y. Morrison, was dedicated May 3, by Assistant Secretary of Agriculture J. Earl Coke in ceremonies held at the National Arboretum, Washington, D. C.

In dedicating the garden, named after Mr. Morrison, the assistant secretary lauded the breeder, reminding those in attendance that producing the Glenn Dale hybrids required the growing of 300,000 seedlings, of which about 450 selected varieties are now available to the trade.

### NURSERYMAN BUYS ABROAD

Abe Miller, president of American Bulb Co., New York and Chicago, left recently on an extensive buying trip to Europe. Mr. Miller plans to purchase seeds, bulbs and plants and to inspect leading growing establishments in Holland, Belgium, Italy, France, Denmark and England.

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 Seedlings—Transplants  
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 Ornamental Evergreens  
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### AMERICAN NURSERYMAN

is your opportunity to place your sales message in the finest issue of the only national magazine serving the nursery industry in America. The July 15, 1954 issue will be the most beautiful magazine ever published for nurserymen. It will be treasured throughout the year by everyone who receives it. If you have anything to sell or to say to nurserymen, by all means do it in this issue!

USE THIS COUPON — MAIL IT TODAY

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### AMERICAN NURSERYMAN

343 S. DEARBORN ST. CHICAGO 4, ILL.

, 1954

Please reserve \_\_\_\_\_ space in the July 15, 1954 Special A. A. N. Convention Issue.

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Signed \_\_\_\_\_



## Hardy Northern Grown Stock at WHOLESALE

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Write for Price List.

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### *Stan Says—*

Do not be afraid to prune Azalea amoena and Azalea amoena coccinea right after blooming. It is not necessary to let these plants become as big as a barn. They make beautiful hedges when handled right. Plant about three and one-half to four feet apart if used as hedges.

Viburnum carlesii is still tops for me. I have seen plants six inches high at Washington, Pa. (30 miles south of Pittsburgh), with approximately 150 to 200 blooms on them. They perfume a whole yard.

Taxus andersoni is one of the fastest growing yews. It is a "spreader" and has to be nipped often to keep it from growing too open.

Most nurserymen know that yews are surface feeders; so caution your customers not to cultivate too close to a yew. Taxus species are suited to many types of soils, so it is not necessary to have acid soil.

### AZALEAS FROM HOLLAND

Several thousand Dutch azaleas, including Mollis and Ghent hybrids, were presented to the United States as a gift from the people of the Netherlands, by the Dutch ambassador in ceremonies at the National Arboretum, Washington, D. C., May 4. Accepting the gift on behalf of the American people was Secretary of Agriculture Ezra Taft Benson. The azaleas have been planted in a valley along a small stream that runs through the grounds of the arboretum.

The presentation was witnessed by a large group of garden club representatives and by Dr. Henry T. Skinner, director of the National Arboretum, which is operated by the U. S. D. A.'s agricultural research service. Frederick P. Lee, president of the National Arboretum Advisory Council, presided at the presentation ceremony.

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Evergreen Liners  
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**WHOLESALE GROWERS  
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FOR THE NORTHWEST**

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## Coming Events

### MEETING CALENDAR

June 2 and 3, annual refresher course sponsored by the California Association of Nurserymen, California State Polytechnic College, San Luis Obispo, Calif.

June 10 to 12, South Carolina Nurserymen's Association and North Carolina Association of Nurserymen, Clemson House, Clemson, S. C.

June 21 and 22, Mississippi Florists' and Nurserymen's Association, Buena Vista hotel, Biloxi, Miss.

June 22 and 23, Missouri Nurserymen's Association, Columbia, Mo.

July 17 and 18, All-America Rose Selections, Hotel Radisson, Minneapolis, Minn.

July 18 to 22, American Association of Nurserymen, Hotel Radisson, Minneapolis, Minn.

August 4, New England Nurserymen's Association, Boulevard Nurseries, Newport, R. I.

August 10 and 11, nursery and landscape conference, sponsored by the department of horticulture, Michigan State College; the Michigan Association of Nurserymen, and the Michigan Landscape Conference, Michigan State College, East Lansing, Mich.

August 16 and 17, Washington State Nurserymen's Association and Washington chapter of the American Association of Nurserymen, Benjamin Franklin hotel, Seattle, Wash.

August 22 to 24, Southern Nurserymen's Association, Roosevelt hotel, Jacksonville, Fla.

August 23 to 25, Texas Association of Nurserymen, Hotel Texas, Fort Worth, Tex.

August 25 and 26, New York State Nurserymen's Association, Cornell University, Ithaca, N. Y.

August 30 to September 3, National Shade Tree Conference, Chalfonte-Haddon Hall hotel, Atlantic City, N. J.

September 7 to 9, California Association of Nurserymen, Hotel Coronado, Coronado, Calif.

October 1 to 3, Texas rose festival, Tyler, Tex.

### CAROLINA MEETING

The South Carolina Nurserymen's Association will hold a joint meeting with the North Carolina Association of Nurserymen at Clemson House, Clemson, S. C., June 10 to 12.

### ALL-AMERICA ROSE SELECTIONS

The All-America Rose Selections will meet July 17 and 18 at the Hotel Radisson, Minneapolis, Minn.

## NOW READY FOR SHIPMENT

# BLUE SPRUCE

*Picea pungens glauca Koster*

*Picea pungens glauca Moerheim*

Per 100  
\$125.00

Strong grafts out of 2 1/4-in. pots . . . . .

Shipped in paper pots well packed in sphagnum.  
Order not less than 25 of each kind.

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### TEUCRIUM CHAMAEDRYS

Well-rooted cuttings.

\$5.00 per 100 \$45.00 per 1000

BEARDSLEE NURSERY  
PERRY, O.



### THANKS . . .

We are sold out of seedlings and everything else for this spring. The patronage of all our customers is deeply appreciated.

### FOR THIS FALL

and next spring, we expect to have the widest variety of good nursery-grown seedlings we have yet had to offer. Keep us in mind for MULTIFLORA and other TREE and SHRUB SEEDLINGS. And, of course, come by and look us over any time you can.

Watch for our list.

### FORREST KEELING NURSERY

ELSBERY, MO.  
Hugh Steavenson, Prop.



## AMERICAN NURSERYMAN

## NEW OKLAHOMA COURSE

Oklahoma Agricultural and Mechanical College, school of technical training, Okmulgee, Okla., has instituted a nurserymen's training course. This was done at the request of the Oklahoma State Nurserymen's Association and was worked out in collaboration with a committee from the association appointed at the recent annual convention.

The course can be covered in one year consisting of three semesters. The purpose is to give practical training and experience as well as theory, to young men who are interested in doing nursery work. Estle Smith, of the horticulture department, will take the classes to various nurseries throughout the state at least once a month for practical experience working under the supervision of the nurseries' owners. Each trip will last one to three days.

The courses are so arranged that a student may enter at the beginning of any of the three semesters. In addition to the horticultural subjects offered, students must take those courses in English, mathematics, human relations and accounting which are required of all students taking any of the 35 technical courses given at the college. A course in salesmanship was added at the special request of the nurserymen.

The nurserymen selected to work with Estle Smith were Mr. Miller, Miller Plant Farm, Seminole; Leo Conard, J. E. Conard & Son, Stigler; Philip Thomas, Thomas Landscape & Nursery Co., Tulsa; Alvin Dickerson, Jr., Ozark Nursery Co., Tahlequah, and Bruce Rey, Rey's Nursery, Oklahoma City.

The fall curriculum will include a course on principles of pruning, which will deal with pruning deciduous shrubs and trees, evergreen shrubs and trees and shearing hedges. Principles of landscaping, another course in the fall curriculum, will cover landscaping small properties, home beautification and public and park development. Other fall courses will be devoted to nursery maintenance—a detailed study of everyday problems that arise in nursery work; greenhouse management; human relations, and English.

A spring course will take up fundamentals of propagation and give instruction on how to make cuttings, do budding and grafting and use and prepare propagation media. Landscape planting and maintenance, also a spring course, will cover when to plant, planting dis-

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Blue Spiraea .....	<b>12½¢</b>
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Complete line. Submit your Want List  
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fall and next spring.

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**AZALEAS**

Broad-leaved Evergreens and a  
general line of quality ornamentals.  
**THE TANKARD NURSERIES**  
EXMORE, VA.



tances, how to plant and care of trees and shrubs after they are planted. Nursery cost finding, which will deal with job estimates for varied types of projects; soils management, which will deal with fundamentals of soil testing; classification of commercial fertilizers; application of fertilizers; crop rotation; use of barnyard manure and green manure crops, and a course in mathematics complete the spring schedule of courses.

The summer semester will offer a course in landscape plant materials, which will concern identification, use and adaptation of landscape plant material; salesmanship; accounting, and insect disease control.

#### NURSERYMAN WINS RESIDENTIAL ZONING CASE

Wilfred H. Langlois, operator of Curley's Greenhouse & Nursery, East Hartford, Conn., was charged 18 months ago with five counts on conducting a nursery business in a residential zone.

Through his attorney, Mr. Langlois protested the five counts on the grounds that a zoning regulation defines farming, truck gardening, nurseries and greenhouses as permitted in residential zones.

In East Hartford court in October, 1952, he was found guilty on all five counts and fined \$350—an original \$100 for selling grass seed, hose and sprinklers, which are articles reportedly not within normal operation of a nursery, and \$250 for refusing to obey the building inspector in stopping the sale of accessories.

Mr. Langlois then appealed to the Common Pleas court, and on May 10, 1954, a nolle prosequi was entered on the case on the recommendation of the prosecutor, who dropped the case.

#### REPRINTS AVAILABLE

An editorial in the May 15 issue of this magazine called attention to a report to consumers in the May issue of the Reader's Digest, warning the public against advertised offers of inferior stock at so-called bargain prices, with advice how to spot the "gyp" ads.

Those nurserymen who wish to be sure that their customers all see this article can obtain reprints of it from the office of the American Association of Nurserymen, 635 Southern Building, Washington 5, D. C., at 5 cents a copy in lots up to 100, \$4 per hundred in lots up to 500, \$3 per hundred in lots up to 1,000 and \$2 per hundred in lots over 1,000.

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| American Arborvitae (Sheared) | Juniperus Sabina von Ehren     |
| American Pyramidal Arborvitae | Juniperus Virginiana Canaerti  |
| American Globe Arborvitae     | Juniperus Virginiana Dundee    |
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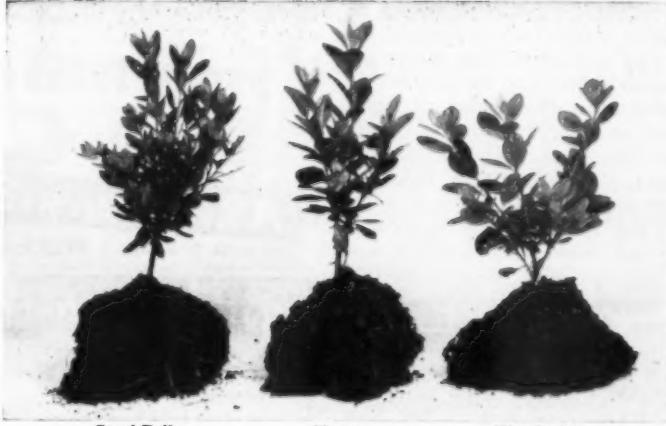
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Pink-flowering Dogwood

Evergreens

Hedge Plants

Flowering Shrubs

Shade Trees and Vines

McMinnville, Tenn.

Trade list mailed  
on request

# Prices and Profits

*Comments on Business Management in the Nursery*

By John J. Pinney

## CONSIDER TURNOVER

A friend of mine who is in the retail grocery business (grocery stores are now food marts or food centers) thinks that nurserymen make big profits.

"Look," he said, "you pay 60 cents for a rosebush that you retail for \$1.25. To me that represents a markup of about 50 per cent." (He is right; markup should be figured on the selling price, not the cost.)

"What markup do you make?" I inquired.

"It varies a great deal. On bread it isn't more than 10 or 15 per cent; on canned peas, beans and corn about 15 to 20 per cent; on fresh vegetables and fruits 30 per cent; on prepared meats about 20 per cent and on fresh meats 30 per cent. But on coffee, cigarettes and sugar it is only 3 to 6 per cent."

"Of course the 50 per cent markup on rosebushes looks mighty attractive to you," I agreed, "but that is only part of the story. How often do you turn your stock in the course of a year?"

"That also varies a great deal," my friend replied. "My stock of bread may turn over as much as 200 times or more; fresh vegetables and fruits 40 to 50 times; meats 30 times; canned vegetables about 12 times. There is a fast turnover on coffee, cigarettes, sugar, flour and candy."

"O.K.," I said. "Now let's take bread as an example. That is one of your low markup items. Let's suppose you invested \$60 in bread. You say you turn your stock as much as 200 times a year. That would be a volume of \$12,000 on a \$60 investment. That sounds fabulous, so let's cut it in two. If you do a business of \$6,000 a year in bread at an estimated profit of only 5 per cent, which is one half of your markup, that would be a profit of \$300 on a capital investment of \$60—not bad!"

"Now," I continued, "we'll get back to that rosebush. Suppose I buy 100 rosebushes for \$60 and sell them for \$125. I turn my stock of rosebushes just once a year, so my volume of business is only \$125. If I make a profit of 30 per cent, which is estimating it high, it would be \$37.50. Looks like bread is a much better deal."

"I realize there is a great variation

in your rate of turnover," I said to my grocer friend, "but what would you estimate to be average?"

"I can tell you that pretty accurately," he replied. "My volume of business is eight to 10 times my inventory."

"That means you could do a business of \$80,000 to \$100,000 on a stock of only \$10,000. Now does that markup on rosebushes look high to you?"

He agreed that it did not. In fact, he expressed wonder that the nurseryman, with his slow turnover, could operate at all on such a small margin.

The nurseryman who grows his own stock is in a still more precarious position. It requires two or three years to produce most crops of nursery stock. Some crops may take 10 years or more. During the time required to produce the nursery stock the nurseryman's capital is tied up. How many businesses can

you think of in which there is such a slow turnover of capital?

It sometimes happens that a crop of nursery stock is badly damaged or totally destroyed by flood or drought, a loss that is difficult to insure against. Then the investment becomes a liability. Not only is there no return on the capital, but the expense of clearing the land of the dead stock represents an additional loss.

In order to understand more clearly what it means to tie up capital for the length of time required to produce a crop of nursery stock, let's take an example.

You are producing a crop of 3-year-old shrubs. There is the investment in the lining-out stock, the expense of planting it, the cost of cultivating, pruning and spraying for three years, the expense of harvesting and marketing. There will be some losses from poor stands and other causes, and you may not sell all of it, all of which increases the ultimate cost of the stock actually sold. Do not forget the rent on the land, which should be figured even though you may own it.

Every time you turn around there is some additional expense in connection with that field of shrubs.

See Our Bargain Prices  
on Surplus Liners in  
the Classified Columns  
of This Issue under  
Evergreens.

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**CHINESE CHESTNUT TREES**  
SEEDLINGS      GRAFTED TREES

We offer only the Peter Lui strain of Chinese Chestnut trees which produced the Nanking, Meiling and Kuling varieties. We give you the advantage in price of our long growing season and cheap labor in addition to the proven quality of our trees. Your inquiries are invited.

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## CAMELLIA SASANQUA

18 to 24 ins., well-branched plants, B.R., \$1.00.  
4 to 6 ft., B&B specimen plants for landscape work, 75c per foot.  
Bed liners, branched, 50c each.

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**SEMMES NURSERIES**

AZALEAS - CAMELLIAS

and other choice evergreens

Wholesale Catalog SEMMES, ALA.

The wear and tear on the machinery used to care for and harvest the shrubs represents an expense that has to be charged to the cost. It costs you money to take the inventory so that you will know what you have to sell. Because some of your money has been invested for a period of three years, interest should be figured accordingly.

Unfortunately, no practical method has been devised to keep track of the cost of producing a crop of nursery stock. This in itself increases the risk that you are forced to take, because you have to guess at the prices that you think will give you a profit on your investment.

You must charge enough for your 3-year-old shrubs to cover your unusual investment risks. (I sometimes think that if the banker knew all of the risks the nurseryman takes he would up the rate of interest and demand more collateral.) You are entitled to a much higher markup than the businessman who enjoys a rapid turnover of capital, sells a non-perishable product and takes few risks.

#### RED ROSES FAVORITE OF MOST AMERICANS

A recent survey conducted by the All-America Rose Selections revealed that most Americans choose red in preference to any other rose color. They are also partial to variations of red, such as pink, salmon, orange, yellow and gold—the warm colors.

Nearly three out of every four persons prefer the warm hues of flowers to the cool colors, such as blue, violet, lavender and purple, which, of course, are not found in roses. A small percentage listed white as a choice.

Of the total number answering the color preference question in the survey, 39.1 per cent listed red as their favorite color. Yellow was selected by 13.0 per cent, and pink appealed to 12.3 per cent. White drew 7.7 per cent of the votes, and blue was a surprisingly low 4.9 per cent. Other colors listed ran the gamut of the flower spectrum, including purple, rose, orange, gold, lavender, violet, two-tone and a vague classification named "fall colors." The remaining 12.0 per cent listed no favorite color.

Growers report that during the history of roses, more successful red roses have been developed than any other kind. Of the 42 All-America winners, 15 have been red, 13 pink of varying shades, 10 yellow, 2 orange, 1 two-tone and 1 buff. In other words, two thirds of the winners have been among the reds.



**1** Sell your customers specimen size plants in California redwood plant tubs. Profitable? You bet!

**2** Sell California redwood plant tubs, planter baskets, allied redwood products as high demand items. Profitable? You bet!

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Azaleas, Rhododendrons, Magnolias, Peonies, Ornamental Trees and Shrubs, Perennials — Quality Stock in All Leading Varieties. Trade catalog on request.

**SHRUBS AND VINES FOR AMERICAN GARDENS**, by Donald Wyman. Planting guide for florists and nurserymen. \$7.50. American Nurseryman, Chicago 4, Ill.

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Originators of Azalea Vuykiana.  
Growers of choice Nursery Stock.  
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**Maurice C. Ravensberg**  
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Reliable firm for general Nursery Stock and Belgian plants.  
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Build profits with Wight's container-grown evergreens. Wide assortment, including Taxus, Magnolias, Camellias, Pyracantha. Ask for wholesale list.  
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**SEEDS**  
Collectors of Tree, Shrub and Wild Flower Seeds  
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Your own full color catalog — folds to 9½ x 12½ self mailer—streamlined — only the big top sellers — self contained order blank. LOWER PRICES  
**\$60 per 1000 imprinted**  
**\$33 for 500 imprinted**  
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*Write about 5000 or more at special pre-printing prices.*  
 Special "delivery service" and discounts on bulbs  
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**Lilies**

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**MAGNOLIA RHODODENDRON**  
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ELMER J. MERZ, Executive Secretary

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**SMALL FRUIT PLANTS**

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 Hybrids & Species  
 Hardy Cyclamen a Specialty  
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 Est. 1930

During the meeting George Sullivan, of the Southern California Edison Co., was introduced and thanked by the chapter for the fine booklet on the selection and planting of trees recently published by the utility company. Mr. Sullivan commented on the splendid cooperation he received from the nurserymen's committee, which helped determine the tree varieties listed.

Ed. McNeill

**1954-55 VARIETY LIST  
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**WEEKS WHOLESALE ROSE GROWER**

O. L. Weeks — 926 W. Ely — Ontario, Calif.

**PLANT NAME CODE**

[Continued from page 8]

with a capital letter and should be distinguished typographically from a Latin botanical name, preferably by enclosing it in single quotation marks.

When a cultivar has been given a Latin name before January 1, 1954, this should not be rejected; however, it is desirable that such cultivar names be typographically distinguished (e.g., by the use of single quotation marks) from the Latin words used to designate botanical varieties, e.g., *Thuja orientalis 'elegantissima'*.

The cultivar name may be attached either to a scientific name or to one in common language, e.g., *Syringa vulgaris 'Mont Blanc'*, *Lilac 'Mont Blanc'*.

The cultivar name remains unchanged when a change is made in the name of the genus, unless this cultivar name is already in use under the genus to which the plant has been transferred.

The same cultivar name should not be used twice in the same genus.

A cultivar name should consist of not more than two words. It should be distinctive, e.g., Rose 'Yellow Queen', not Rose 'Yellow'.

From January 1, 1954, onward

the word 'variety' or any of its equivalents is not to be used as part of a new cultivar name, e.g., *Crocus sieberi 'Hubert Edelsten'*, not *C. sieberi 'Edelsten's variety'*.

The following should be avoided when naming a new cultivar:

(a) Names likely to be confused within the same genus, e.g., 'Warner', 'Werner' and 'Warnacr'.

(b) Forms of address liable to be confused, e.g., 'Mr.', 'Mrs.' and 'Miss'.

(c) The scientific or vernacular name of a genus, e.g., *Rosa 'Camelia'*, 'Plum Apricot'.

(d) Names of countries and states without a qualifying word; e.g., 'Oregon Wonder' would be legitimate, but not plain 'Oregon'.

(e) Numerals.

(f) Names of politically conspicuous persons.

(g) Exaggeration or use of superlatives. 'Earliest of All' may be made inaccurate by the introduction of an even earlier sort.

(h) Single letters as the first part of a cultivar name.

(j) The articles 'a' and 'the' unless required by linguistic custom; e.g., 'Colonel' would be legitimate, not 'The Colonel' — but 'La Rochelle', not 'Rochelle'.

(k) Abbreviations for personal

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*Prunus* *Besseyi*, bushy, 2 and 3-yr. plants

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EUCLID 23, O.

**PETERSON & DERING**  
ROSE GROWERS  
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and geographical names; e.g., 'William Thomas' and 'Mount Kisco' would be legitimate, but not 'Wm. Thomas' and 'Mt. Kisco'.

(1) Excessively long words and those difficult to pronounce correctly; e.g., 'Diplomagartenbauinspektor'.

### Names of Hybrids

In the section on names of hybrids originating in cultivation, designation of hybrid groups by means of formulae, or collective names in Latin form, is specified as governed by the international code of botanical nomenclature, and parallel regulations have been set up for use with groups named primarily in common language. Aside from orchid growers, rhododendron or camellia enthusiasts and the like, these complicated hybrid names are seldom employed in the trade.

Another section specifies that the name of a bud-mutant, which is more commonly termed a sport, should, if possible, link it with the parent. Thus Crimson Bramley is the name of a sport of Bramley's Seedling apple.

When a cultivar, through continuous selection, becomes so distinct from the original that it can be regarded as a new cultivar, it should be given a new name. When, however, it has not become so distinct, the reselected cultivar should keep its original name, but have added to this the name of the selector or some other convenient designation, e.g., Cabbage 'Wisconsin All Seasons' is a selection from 'All Seasons'.

In another section are defined special categories and designations which are used in experimental or taxonomic work, such as hybrid group, convariety, line, line-hybrid, clone, apomict, etc.

### Criticisms of Code

Those persons most closely concerned with the adoption of the code recognize its insufficiencies in some respects, but it is a step forward in a half-century of discussion. Suggestions for improvement may be made for presentation at the next international horticultural congress.

The introduction of the term "cultivar" to replace the word "variety" has been objected to. It is said that there is difficulty in introducing "cultivar" into the commercial vocabulary of the United States because of provisions in the seed laws of the federal government and of the 48 states, particularly those prescribing labeling, by which the

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Cold Frames <input type="checkbox"/>		No. & So. is LONG <input type="checkbox"/> WIDE <input type="checkbox"/> Direction	City ..... State ..... PLEASE PRINT



variety must be named as such. One suggestion has been that "variety" be retained for cultivated forms and that a new term, "incultivar," be used to designate wild varieties.

More objectionable seems the retained practice of enclosing the name of a horticultural variety between single quotation marks. This is as impracticable in a commercial catalog or a news publication as to follow the practice of setting botanical (Latin) names in italics and horticultural (English) names in Roman type. Such fine distinctions are lost on most of the readers of those catalogs and not only cause much unnecessary typesetting and proofreading expense, but actually add to difficulty in reading the text. Moreover, there is an element of disparagement in the use of quotation marks, as if they meant "the so-called." Sedum spectabile 'Brilliant' gains nothing in comprehension by the addition of the quotation marks and may, indeed, add puzzlement to the gardener who has not yet learned about the fine points of botanical and horticultural nomenclature.

Much service will be rendered to such gardeners and to the trade by the new code if its rules on naming new plants are followed and if the expected impetus of plant regis-

tion by national or international organizations results. Catalog compilers, as well as hybridizers and introducers, will find some of their problems solved by the code's general observance and application.

#### WEED CONTROL HEARINGS FOR BOUNDARY CHANGES

The California state department of agriculture, through its bureau of chemistry, held a public hearing in Dos Palos, Merced county, California, May 10. The meeting was called to consider proposed changes in the department's regulations describing the boundaries of the hazardous area regarding the use of the chemical 2,4-D and other injurious herbicides. Allen B. Lemmon, chief of the bureau, said that rice growers in Fresno and Merced counties have requested the department to exclude their fields from the hazardous area, as presently established, and to permit their use of 2,4-D weed control. The proposed withdrawal of their areas would allow the county agricultural commissioners to permit applications of 2,4-D by aircraft later than the March 15 deadline. Public hearings on other proposed boundary changes were held by the department in April.

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### NEW YORK SCHOOL

[Continued from page 9]

Mr. Kessler concluded the day's program with a discussion of lawns and emphasized the value of using grass seed mixtures high in the permanent grasses.

By far the most important permanent grass for the northern part of the United States is Kentucky bluegrass. Kentucky bluegrass thrives in open, sunny situations where a fair amount of moisture is available. Its disadvantages are that it cannot tolerate shade, suffers from drought and often completely browns out if not irrigated during the worst of the summer heat. Leaf spot is probably the most serious trouble with Kentucky bluegrass and often appears in cool moist weather. It is first apparent as purple spots which coalesce.

The second basic grass is red fescue. This is the grass that persists in old cemeteries, usually in dry soil, and does well in sun or shade. Red fescue will grow well under a Norway maple, which always presents a problem to those attempting to grow grass. It will also persist in sandy soils. Although, susceptible to fungus diseases, its chief use is as a shady lawn grass.

The bent grasses are without a doubt the handsomest of all grasses. However, they do require a great deal of maintenance and are highly susceptible to turf diseases. Usually some bent grass is included in a good grass seed mixture to thicken the turf, but it is rarely, if ever, used alone in lawns because of its tremendous maintenance cost.

### Key to Application Rate

Mr. Kessler stated that by far the most important maintenance point for healthy turf is adequate fertilization. Lawns are best fertilized in the fall with a complete fertilizer like a 10-6-4 or 5-10-5. A simple rule when applying fertilizer to a turf is merely to take the first number of the fertilizer analysis and divide it into 100. Apply the answer in pounds of fertilizer per thousand square feet. Although fall is the best time to fertilize as the grass is going into active growth with the advent of fall rains, fertilizer can usually be applied in the spring also, should the fall application period be missed. It is advisable to wet down the grass foliage when it is in active growth and thereby wash the fertilizer off the grass leaves and make chemical burn less possible.

The only testing of soil required for lawns as a rule is a pH test. The soil pH test will indicate whether or

not lime is needed. It is sometimes said that persons buy lime for lawns merely because their neighbors do and it is cheap and easy to apply. Many New York state soils need an application of lime at least every other year. However, the only way of really knowing is by having the pH test. If ground limestone is used for the lime applications it can be applied at any time, even along with or right after complete or inorganic fertilizer is used. Slacked lime or burned lime should be avoided, as either may cause severe burning, particularly the latter.

In conclusion Mr. Kessler stated that fall lawn renovation is greatly simplified by using aerifiers. Fertilizers, lime and water can enter the soil easier, and, should seed be needed, the aerifier does an excellent job of providing top-dressing for lawns.

The school ended with a general question-and-answer period. Great interest was shown in the questions concerning the use of organic fertilizer along with inorganic fertilizer. It was emphasized that in cool weather organic fertilizers are not as rapidly available as the inorganic types. However, in warm weather they become active quicker and are often used in conjunction with inorganic fertilizers to give an added boost to the lawn after the inorganic fertilizers have been utilized.

In answer to a question many persons are asking—What is this wonderful new grass recently discussed on Arthur Godfrey's television program that stays green all summer and has roots that go 15 feet deep?

—Dr. Pridham stated that it is apparently Zoysia. However, in New York state Zoysia will brown out after the first autumn freezes, and since New York has topsoils rarely exceeding three to six inches in depth, the 15-foot depth of Zoysia roots would be impossible anyway.

#### CALIFORNIA GIFT SHOW

The 39th California gift show, Los Angeles, is scheduled for July 25 to 30, at the Biltmore and Alexandria hotels, Merchandise Mart, Brack shops and individual showrooms. The semiannual merchandise show is sponsored by the Los Angeles chamber of commerce.

THE Seattle Rose Society, Seattle, Wash., recently presented 2,000 rosebushes to the University of Washington. The society gave 500 bushes each of Lilibet, Ma Perkins, Pinkie and Pink Bountiful.

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We need an established salesman calling on the nursery trade to add our complete line of soluble fertilizers. These fertilizers are designed from the results of over 35,000 soil tests we have made during the past seven years. These are the first fertilizers of this type available to the trade. A wonderful opportunity to get in on the ground floor. We need distribution.

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Daphne Salmon Formosa  
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Prices, \$10.00 per 100 — \$90.00 per 1000  
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Surplus stock sale. Well grown, bushy, twice transplanted. While they last.

Per 100. Per lots of:

Ledifolia Alba, 4 to 6 ins., \$35.00; 500, \$140.00  
Macrantha, 4 to 6 ins., 35.00; 250, .70.00  
Maxwelli, 6 to 8 ins., 60.00; 250, .120.00  
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Packing at cost. F.O.B. Salem

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\$12.50 per 100

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CAMELLIA Sasanquas  
Good, two-year transplanted liners.  
12 to 18 ins., .20c  
18 to 24 ins., .25c  
24 to 30 ins., .30c

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Rooted Divisions

Per 100

CARNIVAL, burnt-orange, \$6.50  
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ROOTED CUTTINGS, SHIPPED PREPAID. Special collection No. 1, 25 each, 10 varieties our selection, labeled, for \$15.00 Prepaid. No. 3, 25 each, 20 varieties for \$30.00 Prepaid.

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EUONYMUS COLORATUS (Winter Creeper)  
2½-in. pot, \$12.50  
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POT-GROWN AND TRANSPLANTS**

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Juniperus chinensis pfitzeriana, .22

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From flats, rooted outside in lath house.

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Dark Green (June 15), .09

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Arborvitae, Globe Woodward (June 15), .09

Arborvitae, Pyramid (June 15), .09

Buxwood, Korean, .09

Euonymus alatus compactus, .09

Euonymus erectus, .07

Euonymus vegetus, .07

Juniper, Swedish, .09

Juniperus chinensis pfitzeriana, .11

Juniperus glauca hetzii, .09

Taxus baccata, .11

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100 1000

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Mugo Pine, 2-0, 2 to 4 ins., 3.50

3-0, 4 to 6 ins., 4.50

3-1, 4 to 6 ins., 7.00

Colorado Blue Spruce, 2-0, 2 to 4 ins., 3.50

3-0, 3 to 6 ins., 8.00

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Norway Spruce, 2-0, 2 to 6 ins., 3.50

2-2, 4 to 8 ins., 6.00

2-2, 8 to 10 ins., 9.00

White Spruce, 3-0, 2 to 4 ins., 4.50

Black Hills Spruce, 3-0, 2 to 4 ins., 3.50

Black Spruce, 3-0, 6 to 8 ins., 8.00

American Arborvitae, 2-1, 3 to 4 ins., 5.00

Terms: 2%, cash with order. Complete list of lining-out stock and potted evergreens. Write.

JOHN G. ZELENKA

Grand Haven, Mich.

**SURPLUS LINERS**

All extra-strong plants, well established in 2½-in. pots, ready for larger pots or one-gallon containers.

Ilex aquifolium

Ilex Cornuta Convexa

Ilex Cornuta Burfordi

Ilex opaca Hume No. 2

25 or more of each variety above, 15c each

25 or more of each variety above, 12c each

Acer Palmatum

Camellia Sasanqua, Maiden's Blush

Laurel Cherry

Ligustrum Jonandrum

Magnolia grandiflora

25 or more of each variety above, 12c each

25 or more of each variety above, 10c each

These surplus prices are effective only as long as our surplus stock of these items lasts.

T. G. OWEN & SON, INC.

Columbus, Miss.

**EUONYMUS VEGETUS**

Heavy-rooted cuttings from cold frame, 7c each. 1-yr. field transplants, 6 to 10 ins.

by extra nice, 15c each.

EUONYMUS CARRIEREI AND VEGETUS

2-yr., field-grown, 12 to 15 ins., 8 br. and up,

35c each.

**RIDGEVIEW NURSERY**

E. Middle Ridge Madison, O.

Phone: Madison 2633

**JAPANESE BLACK PINE, 4 to 5 ft.**

About 350.

**PARMENTIER'S ROSES**

Grady St., Bayport, L. I., N. Y.

Phone: Bayport 8-0811 or 8-2331

Nandinas, strong transplants, ready for

pots or beds, \$20.00 per 1000. Minimum 500.

Cash, please.

Skyline Gardens, Box 3116, Birmingham, Ala.

**JUNIPERUS PFITZERIANA****JUNIPERUS CHINENSIS****JUNIPERUS HORVATHII**

16 to 18 ins.

18 to 24 ins.

24 to 30 ins.

30 to 36 ins.

**WRITE FOR OUR PRICE LIST****A. HORVATH****EVERGREEN & ROSE NURSERY**

Webb Rd.

Perry, O.

**ROOTED CUTTINGS**

Each Each

Per 100 Per 1000

Taxus Andersoni, 8 ins., \$0.10

\$0.09

Taxus Brevifolia, 8 ins., .10

.09

Taxus Cupressoides, 8 ins., .10

.09

Taxus Hicksii, 8 ins., .10

.09

Free Packing

NEMETH'S NURSERY

Munson Rd.

Mentor, O.

Tel: BL 77780

**PINES****Pinus Strobus, White Pine, beautiful**

bluish, glossy green needles, 2 to 3 ft., \$25.00

per 100; 3 to 4 ft., \$30.00 per 100; 4 to 6 ft.,

\$50.00 per 100. Sample doz., \$5.00.

**ROBINSON NURSERY CO.**

Greenville, Ga.

**GRASS****ZOSIA MATELLA LAWN GRASS**

Good money for dealers. \$2.75 per square

yard, packed for shipping, F.O.B. Auburn, Ala.

Weight about 15 lbs. Ask about truck-load lots of sod.

**CENTIPEDE GRASS**

— \$1.00 per bushel, F.O.B. Auburn, Ala., or sold in truckload lots

at 75¢ per square yard of sod.

**BECK'S ZOSSIA AND NURSERY CO.**

Auburn, Ala.

**GROUND COVERS****GROUND COVERS**

Per 100 Per 1000

Ajuga genevensis, heavy field clumps, \$12.50

\$11.00

Euonymus radicans coloratus, 1-yr. stock, 9.00

80.00

3-yr. plants (45c each), 5.00

55.00

Pachysandra terminalis, field-grown, 6.00

55.00

**MOHLE MEADOWLAND NURSERY**

Great Meadows, N. J.

**VINCA MINOR, MYRTLE PERIWINKLE**

Fresh-dug, individually made up, 15 to 20-

cane clumps, \$50.00 per 1000. 30-cane clumps,

\$90.00 per 1000.

Pachysandra, strong 1-yr. rooted, \$55.00

per 1000.

Hall's Honeysuckle, branched, \$45.00 per

1000.

**H. C. WAUGH**

Cheshire, O.

**PACHYSANDRA TERMINALIS**

Strong, 1-yr., field-grown, \$65.00 per 1000.

HILLCREST GREENHOUSES, Franklin, Pa.

Sell Stock Quickly and Easily with

American Nurseryman Classified Ads.

**HARDY PLANTS****GYPSOPHILA BRISTOL FAIRY**

Grafted Per doz. Per 100 Per 1000

2½-in. pot plants, .25 \$22.00 \$200.00

25 at 100 rate: 250 at 1000 rate.

**BLUE ACRE GARDENS**

David L. Guenther, Prop.

Piqua, O.

America's Best Source

for Hardy Plants is

**THE WAYSIDE GARDENS**

Mentor, Ohio

Write for Trade List.

Pansies, perennials and rock plants in

wide variety. Send for catalog.

**PITZONKA'S PANTRY FARM & NURSERY**

Bristol, Pa.

**FLORETUM COLORFUL GARDEN MUMS**  
Bred for early blooming, frost tolerance, winter hardiness.

Try our selected assortments, each collection representative in variety, type, color. They give satisfaction year after year.

**ROOTED CUTTINGS**

5 ea., 20 var., 100 plants.....	\$ 10.00
10 ea., 20 var., 200 plants.....	14.00
25 ea., 20 var., 500 plants.....	25.00
5 ea., 40 var., 200 plants.....	20.00
10 ea., 40 var., 400 plants.....	28.00
25 ea., 40 var., 1000 plants.....	50.00

**BANDED PLANTS**

Equal to 2½-in. clay pot.	
25 ea., 10 var., 250 pots.....	\$ 25.00
5 ea., 20 var., 100 pots.....	15.00
10 ea., 20 var., 200 pots.....	24.00
25 ea., 20 var., 500 pots.....	50.00
5 ea., 40 var., 200 pots.....	30.00
10 ea., 40 var., 400 pots.....	48.00
25 ea., 40 var., 1000 pots.....	100.00

Field planting time May, June in most sections; up to mid-July in central and southern.

**PLAIRE SOUTHWEST FLORETUM**

Fall River, Kan.

**PERENNIALS**

New and standard kinds.  
New wholesale list now ready.

**CARROLL GARDENS**

Box 15 Westminster, Md.

**SEMPERVIVUM**—Hen and chickens, \$5.00 prepaid, C.O.D. Express, \$30.00 per 1000.

**THE PEQUOT NURSERIES**

Brainerd, Minn.

**IVIES**

**HARDY ENGLISH IVY**  
From stock surviving in our nursery at low temperatures.

Strong R.C., \$37.50 per 1000; 5000 and up, \$25.00 per 1000.

Fall shipment. Cash with order.

**BABCOCK GARDENS**

Rt. 3, Jamestown, N. Y.

**BALTIC IVY**, strong, clean stock. Rooted cuttings, 6c; \$55.00 per 1000. 2-in. pot, 10c; \$95.00 per 1000. Ready now. 25% down to reserve.

**STRATFORD GARDENS**

Russell Breece Delaware, O.

**HARDY ENGLISH IVY**, Baltic and Gracilis. Rooted cuttings and 2½-in. Fall shipment.

**BABCOCK GARDENS**

Rt. 3, Jamestown, N. Y.

**LINING-OUT STOCK**

**SHRUB AND EVERGREEN LINERS**  
In plant bands, except as noted. Packed upright in open-top crates.

Ashford Juniper, 12 to 15 ins..... \$0.20  
Pfitzer Juniper, 6 to 8 ins..... 14%

8 to 11 ins..... 26  
10 to 12 ins..... 26

field-grown, trimmed, branched,  
8 to 11 ins, spread..... 40

Savin Juniper, 8 to 12 ins..... 20

Von Ehren Juniper, 8 to 18 ins..... 20

Hill's Dark Green American Arborvitae..... 20

Taxus cuspidata, 6 to 8 ins, 2-yr..... 20

Taxus cuspidata capitata,  
6 to 8 ins, 2-yr..... 20

Ilex crenata convexa (buliata),  
5 to 6 ins, 2-yr..... 26

Euonymus patens, small leaf..... 12½

Forsythia, Lynwood Gold..... 20

Spiraea coccinea japonica..... 14%

Weigela vanickei..... 16%

**BARE ROOT**

Euonymus coloratus, 6 to 10 ins..... 05

Euonymus patens, large leaf..... 06

6 to 10 ins..... 06

Euonymus patens, middle leaf,  
6 to 8 ins..... 08

Blueleaf Arctic Willow, beds, br..... 06

Forsythia Spring Glory,  
4 to 6 ins, heavy..... 07

All prices are at 1000 rate. 300 or more,  
total order. If total order is less than 300,  
2 more on each plant. Book your order for  
spring.

**MCLINCH GREENHOUSES**

Belt Highway and Farson St., St. Joseph, Mo.

**PYRACANTHA COCCINEA LALANDI**  
Hardy stock from selected fruiting plants.

3-in. pots, T.T., 6 to 8 ins, branched, \$32.50  
per 100.

Well-rooted. Spring shipment. Cash.

**BABCOCK GARDENS**

Rt. 3, Jamestown, N. Y.

**VERMEULEN LINERS**

Growing liners for the trade since 1921.  
See our ad on pages 18 and 19 of the May 1 issue.

**JOHN VERMEULEN & SON, INC.**

Neshanic Station, N. J.

**MAGNOLIAS****ORIENTAL MAGNOLIA**

Magnolia Soulangeana, 2½-in. pot..... \$30.00  
Magnolia Soulangeana Nigra,  
2½-in. pot..... 25.00

**WELCH BROS. NURSERY, INC.**

Wilmer, Ala.

**PHLOX****PHLOX SUBULATA**  
Also Known as Creeping Phlox.

Moss Pinks and Thrift

Admiration, dainty pink with white eye.  
Alba, pure white flowers.  
Blue Hills, showy pale blue.  
Butterfly, white with lilac blush and purple  
eye.  
Crimson Beauty, Cyclamen-red.

Senation, pure pink with red eye.

Prepaid prices on well-rooted liners which  
have been individually established in field  
rows, \$5.50 per 100, \$50.00 per 1000. 250 or  
more of one variety at 1000 rate.

Properly packed and labeled and shipped  
prepaid. Cash please.

**TANGLEWOOD FARM** Clinton, S. C.  
Box 236-N

Quick — Convenient — Cheap!  
Selling through the Classified Ads  
of the American Nurseryman.

**RHODODENDRONS****RHODODENDRONS**

For Fall and Spring Delivery.

America, Caractacus, Mrs. den Ouden,  
Lee's Dark Purple, Rutgers, Mrs. Sargent,  
the Warrior and many other varieties.

1-year grafts, field-grown. These plants are  
of excellent quality and they have a nice root  
system. Every plant has our guarantee.

**HOLLAND NURSERY PRODUCTS**  
P. O. Box 339 Madison Square Station

New York 10, N. Y.

Agents for Roeland Ebben Nurseries, Holland.  
Est. 1860. Our nurseries are on sandy  
loam.

Write for our 1954-1955 catalog.

**RHODODENDRONS**

3-in. pot, grafts, Dr. C. H. Dresselhuys  
(best red). Delivered about June 1, 90c  
each. No charge for packing when cash  
accompanies order.

**FOREST HILLS NURSERIES, INC.**

1073 Reservoir Ave.

Cranston 10, R. I.

Classified Ads Offer Maximum  
Results at Minimum Cost.**ROSEBUSHES****ROSES**

Delaware and California-Grown  
Vigorous, well-rooted, plump plants, graded  
here at Selbyville in accordance with A. A. N.  
standards. These roses will please both you and  
your customers. Available for shipment  
as desired from our modern cold storages.

**PATENTED ROSES** (All No. 1 Grade)

Variety and Patent No. 10 100  
Charlotte Armstrong, No. 455. \$12.50 \$112.50

Diamond Jubilee, No. 824..... 11.00 100.00

Eclipse, No. 172..... 10.00 87.50

Fashion, No. 789..... 11.00 100.00

Fred Howard, No. 1006..... 14.00 125.00

Forster, No. 792..... 14.00 125.00

Ma Perkins, No. 1143..... 12.50 112.50

Mission Bells, No. 923..... 12.50 112.50

Mirandy, No. 632..... 12.50 112.50

New Yorker, No. 925..... 11.00 100.00

Peace, No. 591..... 14.00 125.00

Pinocchio, No. 484..... 9.00 75.00

Rubaiyat, No. 758..... 10.00 87.50

Sutters Gold, No. 885..... 12.50 112.50

Cl. Peace, No. 932..... 14.00 125.00

NOTE: The varieties of Patented Roses  
listed above are also available in No. 1½  
grade, at reduction of 20% in price.

**STANDARD ROSES**

10 100  
No. 1 ..... \$5.50 \$55.00

2-yr. Medium ..... 5.00 45.00

**HYBRID TEA VARIETIES**

Golden Dawn, yellow

Constance Sastago, two-tone

Etoile de Hollande, red

Golden Chalice, yellow

Joanna Hill, yellow

K. A. Victoria, white

McGredy's Yellow

Picture, pink

Pink Radiance

Poinsettia, red

Pres. Hoover, two-tone

Red Radiance

Tallisman, two-tone

Yellow Condessa

CLIMBING HYBRID TEA VARIETIES

10 100  
No. 1 ..... \$6.00 \$55.00

No. 1½ ..... 5.00 45.00

Cl. Blue, red

Cl. Joann Hill, yellow

Cl. Condessa de Santiago, two-tone

Cl. Etoile de Hollande, red

Cl. K. A. Victoria, white

Cl. Primrose, yellow

Please use your printed stationery when  
ordering at wholesale rates.

**BUNTING'S NURSERIES, INC.**

Box 3 Selbyville, Del.

**POTTED ROSES**

Large selection of standard and patented  
varieties in full foliage and buds. List and  
prices upon request.

D &amp; D CO.

Rose Specialists

Eatontown, N. J. Phone Ea. 3-0046

**SHRUBS and TREES****VIBURNUM CARLESI**

This is the first time since the beginning  
of the war that we have been able to offer  
a batch of Viburnum carlesi seedlings. All  
these years we have not been able to buy any  
seed and still cannot buy any but can offer  
these seedlings because we have our own seed  
by this time. We are sold out of the 8 to 12-  
in. and 6 to 8-in. grades by now but still  
have some nice, strong seedlings with good  
roots in:

Per 100 Per 1000

Strong, 2-yr., S. 4 to 6 ins..... \$15.00 \$125.00

C. HOOGENDOORN

Turner Road Newport, R. I.

POTTED GRAFTS

Per 100

Pink Dogwood, 8 to 12 ins..... \$5.00

Red Japanese Maple, 8 to 12 ins..... 65.00

TRANSPLANTS

Pieris Japonica, 4 to 6 ins..... 12.50

Azalea Hinodegiri..... 12.50

ROOTED CUTTINGS

Ilex Convexa..... 9.00

Ilex Helleri..... 9.00

Ilex Rotundifolia..... 9.00

Ilex Microphylla..... 9.00

Juniperus Hetzii..... 10.00

Juniperus Andorra..... 10.00

RUMMEL NURSERIES

Pompton Plains, N. J.

FORSYTHIA

Per 100 Per 1000

Forsythia Lynwood Gold (new),  
1-yr., T. 2 to 4 branches..... \$45.00 \$400.00

Forsythia Lynwood Gold (new),  
strong softwood rooted cuttings,  
rooted summer, 1952. Ready  
to line over the field..... 20.00 150.00

C. HOOGENDOORN

Turner Rd. Newport, R. I.

HARDY FUSCHIA

2-in. pot plants, well established and  
branched,

Per 100

Magellanica ..... \$1.65 \$12.50

Senorita ..... 2.25 18.00

F.O.B. Tipp City

BOHLENDER NURSERIES CO.

Tipp City, O.

PRUNUS MARITIMA

(Beach Plum)

Strong 1-yr. seedlings, 100 1000

6 to 12 ins..... \$10.00 \$75.00

2-yr., S. 18 to 18 ins..... 17.50 150.00

3-yr., T. 18 to 24 ins..... 30.00 250.00

C. HOOGENDOORN

Turner Rd. Newport, R. I.

ACER FAASSENS BLACK

Strong, grafted plants in 2½-in. rose pots.

\$60.00 per 100

FRANKE'S NURSERIES

Waterford Works, N. J.

**VEGETABLE PLANTS****WHOLESALE PRICE LIST—1954**

Vegetable Plants

Plant Variety Date Ready Per 1000

Cabbage Now \$2.00

Collard Now 2.00

Onion Now 1.25

Lettuce Now 3.50

Broccoli Now 3.50

Cauliflower Now 6.50

Pepper April 15 4.00

Eggplant April 15 4.00

Tomato April 15 3.50

Hybrid Tomato April 15 5.50

Sweet Potato April 15 5.00

All above prices F.O.B. Albany.

Leading varieties. Write for catalog.

Large, fresh plants. Prompt shipment.

Write or Wire

**JEDDMONT PLANT CO.**

Box 867-PP Albany, Ga.

If you don't find it listed here

Try a Want ad in the next issue

of the American Nurseryman.

**VINES****HONEYSUCKLES**

Lonicera Halliana Japonica, extra-heavy

No. 1, 2 and 4-yr., 18 to 24-in. field plants. 3

to 4 heads, \$40.00 per 1000; lighter grade,

\$30.00 per 1000; sample, \$4.00.

Experienced labor for grading and packing

quantity orders. Immediate shipment.

**ROBINSON NURSERY CO.**

Greenville, Ga.

CLIMBING HYDRANGEA PETIOLARIS

Heavy plants from 3-in. pots.

25 for \$10.00, 100 for \$35.00

Cash with order, no charge for packing.

**BURGESS SEED & PLANT CO**

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## BURLAP

### BURLAP

Immediate attention to your inquiry. Squares, rolls, open mesh. Standard sizes or made to your specifications. Machine cleaned, prime select, new or used burlap. Prompt shipment. Future bookings now being taken. Specialists to the nursery trade.

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### NURSERY BURLAP

Burlap squares and sheets for balling purposes, made from selected used burlap and bags free of oil, smell or chemical stock. All vacuum machine-cleaned and holes seamed up. We also have a supply of open mesh onion bags in sheet form, measuring 33x36 ins. Samples and prices cheerfully submitted on request.

STERLING BAG & BURLAP CO.  
41 Carolina St. Buffalo 1, N. Y.

## FLATS

### FLATS

#### MINNESOTA WHITE CEDAR FLATS

Per 100

No. 1, 14x20x2%	\$24.00
No. 2, 14x20x3%	27.75
No. 3, 12x16x2%	18.50
No. 4, 12x16x3%	21.50
No. 5, 14x16x2%	20.75
No. 6, 14x16x3%	24.50
No. 7, 15x22 1/2x2%	27.25
No. 8, 15x22 1/2x3%	31.50
No. 9, 11 1/2x22 1/2x2%	23.00
No. 10, 11 1/2x22 1/2x3%	26.00
No. 11, 13 1/2x16x5%	30.00
No. 12, 5x5x11	16.00
No. 13, 5x5x16	18.50

All other sizes quoted on request. 5 per cent discount on orders of 1000 or more.

The above sizes are inside. Bottoms and sides are  $\frac{1}{4}$ -in. and ends are  $\frac{3}{8}$ -in. thick. All material surfaced on one side. All shipments by trucks unless otherwise ordered.

To our name and address printed up to three lines in black, weathered and waterproof ink, on one or both end pieces at the following rates: \$1.00 set up charge plus  $\frac{1}{4}$  cent per end piece for the first 1000 ends,  $\frac{1}{4}$  cent per end thereafter.

Shipped knocked-down in bundles of 25. F.O.B. Cook, Minn. Attach check. Order by number.

H. C. HILL & SONS, Cook, Minn.

### REDWOOD FLATS, K. D.

Fine stock obtainable. Guaranteed all clear heart. Size 20x16x3 ins. inside measure, \$42.00 per 100.

55 ins. Cypress stakes, pointed.

55 pcs. to bundle, 4 ft., \$3.50 per bdl.

55 pcs. to bundle, 5 ft., \$4.50 per bdl.

55 pcs. to bundle, 6 ft., \$5.50 per bdl.

Ship same day. Cash with order, please.

YOHOO & HOOKER, Youngstown 2, Ohio

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Save hand labor costs in weeding nursery plantings. Goslings eat grass and many weeds but do not harm most plants and shrubs. Thousands in use. Free illustrated booklet.

HEART OF MISSOURI POULTRY FARM  
Rt. 4N, Columbia, Mo.

Quick — Convenient — Cheap!  
Selling through the Classified Ads  
of the American Nurseryman.

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### DAHLIA OR TREE LABELS

Priced per 1000

3 1/2 x 5 1/2 ins., notched (not wired)	\$2.50	\$3.00
3 1/2 x 5 1/2 ins., wired (copper)	3.30	4.10

### POT LABELS

4 x 5 1/2 ins. (cartons 100 each)	2.90	3.40
5 x 5 1/2 ins. (cartons 100 each)	3.10	3.70
6 x 5 1/2 ins. (cartons 100 each)	3.40	4.15
8 x 5 1/2 ins. (cartons 500 each)	5.00	6.20
10 x 5 1/2 ins. (cartons 500 each)	6.00	7.30

### GARDEN STAKES

Price per carton.		
8 x 7/8 ins. (cartons 250 each)	1.85	2.15
10 x 7/8 ins. (cartons 250 each)	2.10	2.40
12 x 7/8 ins. (cartons 100 each)	1.40	1.60

### EVERMARK PENCILS

The original label marker. 1 doz. 7-in. pencils per box, \$1.25.

Our labels are perfectly white and smooth on both sides and are pronounced by growers the best and most economical.

"We ship the same day."

### YOHOO & HOOKER

Youngstown 2, O.

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### MARSH HAY FOR MULCHING

Clean; no weeds. Truckloads or carloads. KOPFF HAY CO.  
Beaver Dam, Wis.

### ORCHID SUPPLIES

OSMUNDA, \$11.50 per bale, F.O.B. Houston,

\$5.00 per bu.; \$2.50 prof. bag

\$9.00 or 2 for \$17.50, F.O.B. Florida.

BACTO ORCHID AGAR,  $\frac{1}{4}$  lb., \$3.25.

BACTO AGAR,  $\frac{1}{4}$  lb., \$2.85.

WALL-TYPE POT HANGERS, holds to 4-in. pots, 25c each; \$2.75 per doz.

FULEX FUMIGATORS.

Parathion for Red Spider, Thrips-Aphids,

2000 cu. ft., \$10.50 carton 24,  $\frac{1}{4}$  carton, \$7.00.

2000 cu. ft., \$12.50 carton 24,  $\frac{1}{4}$  carton, \$8.50.

FULEX APHID-SMOKE FUMIGATORS.

2000 cu. ft., \$10.00 carton 24,  $\frac{1}{4}$  carton, \$6.50.

5000 cu. ft., \$12.00 carton 24,  $\frac{1}{4}$  carton, \$7.50.

FULEX SPIDER-MITE FUMIGATORS above.

Same price as Parathion Fumigators above.

WRIGHTWOOD FLORAL CO., INC.

2407 N. Main St. Houston 9, Tex.

Prices F.O.B. Subject to change without notice.

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### COLBY PIONEER PEATS.

GRANULATED PEAT MOSS (ACID),

2 1/2-bu. plastic lined bags, approx. wt. 35 lbs.

1 to 10 bags . . . . . \$1.25

10 to 25 bags . . . . . 1.15

25 or more . . . . . 1.00

HI-NITROGEN HORT. PEAT (NEUTRAL),

2 1/2-bu. plastic lined bags, approx. wt. 50 lbs.

1 to 10 bags . . . . . \$1.25

10 to 25 bags . . . . . 1.15

25 or more . . . . . 1.00

### BLACK

CULTIVATED PEAT HUMUS (SWEET).

2 1/2-bu. plastic lined bags, approx. wt. 75 lbs.

1 to 10 bags . . . . . \$1.25

10 to 25 bags . . . . . 1.15

25 or more . . . . . 1.00

### COLBY PIONEER PEAT CO.

Hanlontown, Ia.

Terms: 2 per cent cash discount.

62 Reade St. New York 7, N. Y.

## RAFFIA

### RAFFIA

Natural and colored.

Window display grass mats.

Bamboo cane stakes, imported.

BERKERY, INC.

## ROPE

MANILA HAWSER ROPE—New and almost

new, for tying shrubs and trees in any

quantity. 1/8 per lb. F.O.B. Chelsea,

HARRY STOLLER & CO.

30-40 Maple St. Chelsea 50, Mass.

Small Ads Do Great Things in the

American Nurseryman Classified Section.

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### SOIL TESTING

Soil-testing and consultation services to

help you grow better crops. Rapid, accurate

tests for pH, organic matter, nitrogen, phos-

phorus, potassium, calcium and four minor

elements cost only \$5.00 per sample, or

write for costs on a soil-testing consultation

program.

DR. WOLF'S

AGRICULTURAL LABORATORIES

Rt. 4, Fairton Rd. Bridgeton, N. J.

## SPHAGNUM MOSS

### NO. 1 SPHAGNUM MOSS

Clean, long-fibered, standard bales; freight

express, or delivered by our trucks. Please

price us before you buy. Satisfaction guaran-

teed.

WARRENS MOSS CO., Warrens, Wis.

## STAKES

### CYPRESS PLANT STAKES

50 Pieces to Bundle.

1x1-in.—3 ft., pointed.....\$3.00 per bundle

1x1-in.—4 ft., pointed.....3.50 per bundle

1x1-in.—5 ft., pointed.....4.50 per bundle

1x1-in.—6 ft., pointed.....5.50 per bundle

1x1-in.—7 ft., pointed.....7.00 per bundle

These stakes are made of cypress and red

wood, are good, strong stakes and will give

long service. "A little better than seems

necessary."

WE SHIP SAME DAY!

YOHOO & HOOKER

Youngstown, O.

## EVERLAST TIDEWATER RED CYPRESS PLANT STAKES

These are the strongest, straightest, most durable and long-lasting plant stakes you can buy. Made of sun-cured Florida Tide-water RED Cypress—"THE WOOD EVERLAST". Each stake is approximately one inch and pointy at both ends.

RED Cypress costs more, but lasts longer than white or yellow Cypress, and thus is cheaper in the long run.

Packed in units of 81 stakes

F.O.B. N.Y. F.O.B. Fla.

Per unit Per unit

4 ft. long, 1x1 in. sq....\$10.00 \$ 8.50

5 ft. long, 1x1 in. sq....11.50 10.00

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**IDEAL PROPAGATING HOUSE**

[Continued from page 12]

dox houses. The final plan contains all the essential features for good propagation and covers the maximum area at the minimum cost. A small reproduction of this plan is shown, which may give some idea of the detail of the working drawings. Further information may be obtained on request.

**How to Begin Construction**

A sash house is usually designed to take a double row of sash on a pitch roof; the sash is six feet long, and the total width of the house is usually 10 feet. This allows for two 4-foot beds and a 2-foot aisle down the center. The illustrations show how this type of house is constructed. The house is begun by digging a long trench in the ground to the desired depth. The outer walls of the house, which are constructed from cinder block, are not built more than one block above the outside ground level. This lowering of the house into the ground greatly reduces the cost of heating, keeps the house warm during extremes of cold weather and tends to reduce the violent fluctuations between extremes of summer and winter temperatures. It is less expensive to construct a house by digging down into the ground than by building on top of the ground. Furthermore, it is easier to service such a house because material can be thrown from the benches into trucks on the outside and vice versa with a minimum of effort and trouble.

In the construction of the new type of sash house, a trench is dug to a width of 13 feet 7 inches, and a concrete block wall is constructed on either side of this trench, with an over-all width of 12 feet 3 inches. This will allow for two benches 5 $\frac{1}{2}$  inches wide and a 30-inch aisle in between. This somewhat wider house is constructed by filling in the apex of the roof with shingle and asphalt tile, thus blocking out the strip immediately over the aisle. This is no disadvantage; in fact, no difference can be seen between a house of this kind and the more conventional one without the small section of roof down the center.

**Practicability of Sash House**

After building the outside walls, a central strip of concrete is laid down the middle of the area, upon which two walls are built from 8-inch blocks. These are the sides of the benches—they determine the width of the central aisle. The net result is to produce a house with two benches each 5 $\frac{1}{2}$  inches wide and of any re-

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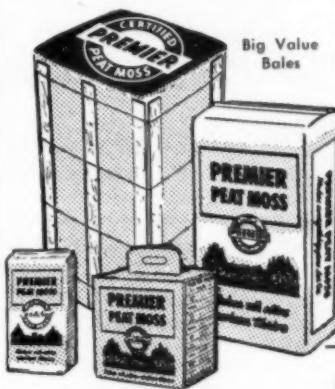
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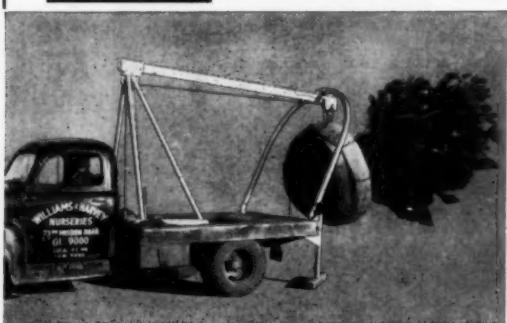
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quired length. The houses at the Koster Nursery are 186 feet long, which represents about the maximum workable length. The length is not determined by anything other than the need to distribute heat from one end of the house to the other by circulator pumps. The heat loss on an excessively long line becomes such that the far end of the house is not adequately heated; therefore, I believe that a distance of 100 to 150 feet probably would be a sound economic size. If additional propagation space is required, then it would be best to build a separate unit of a similar size adjacent to the first. The practicability of these sash houses is that they can be constructed to any length and readily extended if necessary. This means that the propagator can start with a short length of sash house, perhaps not more than 30 or 40 feet long, and the size of the greenhouse can lengthen along with his increased demands. Perhaps this is not the most economic way of building a greenhouse, but it certainly is a practical one and allows the grower to increase his productive capacity as his business grows.

The base of the bench is composed of 1 x 12-inch cedarwood planks or corrugated Transite. Either is suitable, and if cost is not the first consideration and durability an important factor, then by all means use Transite. Two or three 2-inch pipes are included beneath each propagation bench to provide bottom heat, and this is controlled by a thermostat placed directly in the bench, which operates a circulator pump.

### Automatic Heat Controlling

Automatic heat control is one of the main features in my ideal house. If possible, there should be two completely separate heating controls—one beneath the bench to provide heat to the rooting medium and the other above the bench to heat the air in the greenhouse. Both should be controlled by thermostats in the respective media. The bottom heat should operate from a thermostat bulb buried in the rooting medium at temperatures ranging from 70 to 75 degrees Fahrenheit. Air temperature should be about 5 to 10 degrees lower than this and maintain the air at about 65 degrees Fahrenheit.

The next set of controls is installed for humidification. The average sash house, as described, readily lends itself to the application of a humidification or constant mist system, as the case may be. Both can be controlled automatically. If the mainte-

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nance of steady high percentage of humidity is the desired condition, then the fixing of one line of jets down from the apex of the roof is all that is needed. These jets can be slung from the apex of the roof directly above the aisle, dropping down about six to nine inches from the roof. The jets are fixed at a distance of two feet on the line, and each alternates from side to side so that jets on the same side actually are four feet apart. With water pressures of approximately 60 pounds a square inch, such a line gives adequate coverage and complete humidification of the greenhouse. By the installation of an electric valve and a humidistat, humidity levels of 85 to 90 per cent can be maintained without any difficulty. Such a system is excellent for the propagation of many types of plants and is particularly valuable through fall, winter and spring propagation.

For summer propagation, however, one may wish to change this house to an open air constant mist system, in which case it will probably be desirable to suspend a line of jets down the center of each bench at a height of about two feet above the level of the rooting medium. Control of water application still can be automatically

maintained by using the same electric valve, but in this case, it is preferable to operate the lines with a percentage timer. A five minute cycle timer can be set for any percentage of five minutes from 0 to 100. It is not always necessary to have the lines running continuously, even in extremely hot weather; therefore, a percentage timer is well worth while because it reduces the consumption of water.

Note that there is no provision for ventilation in the propagation house. Although it may be possible to provide ventilation in an automatic form, I believe that the best method to employ is to maintain a tight, humid atmosphere during the period of initial rooting and give gentle airing thereafter as may seem reasonable according to weather conditions of the day. In the sash house, air can be given at any time simply by sliding the sash down an inch or two on its runners, a far from difficult or onerous task.

It does not require much effort to try to figure out just what type of greenhouse should be constructed from the beginning, but now what about the man who already has a house erected which does not conform in many ways to the suggestions

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made? What is he to do? No matter what house he may have to work with, the situation is not completely hopeless because the basic ideas behind the best plan can be adapted to almost any greenhouse. This problem faced me just recently at Dundee, Ill. The D. Hill Nursery Co. has a range of greenhouses which are first-class growing houses but are not really first-class propagating houses. It was propagation that was required; therefore, these houses had to be adapted in some way to produce the best results. The accompanying illustration will give some idea of how this was done. A complete range of six greenhouses was scheduled for internal reconstruction. The houses were in excellent condition and measured approximately 20 feet wide and 75 feet long. They were the normal high span type of greenhouse which is to be found in all parts of the country. The benches, however, were in need of repair, and it was decided that one of these should be reconstructed as outlined above. The house was first completely cleared, with only the heating pipes left in place. A strip of concrete was laid on both sides of the house to form the two aisles. On these aisles were constructed the retaining walls for both the middle and the side benches. The walls were 8-inch cinder blocks, except the last course which was changed to 4-inch blocks. This provided a 4-inch lip upon which the Transite base for the benches could be placed.

#### Rooting Media Protected

The Transite was supported by angle iron on concrete piers at the back of each side bench, and an 8-inch strip of Transite was bolted to the angle iron at the back of these side benches to prevent the rooting medium's coming into direct contact with the wooden sides of the house. No difference was made between the two sections in the central side bed. A supporting wall of concrete blocks was laid down the center and built so that the top layer was just one inch and a half lower than the similar course on the outside walls. This 1½-inch pitch toward the center made certain that no stagnant water remained in the corrugations of the Transite. The sheets of Transite were then laid between the central supporting wall and the shelf which had been constructed on the outer wall, presenting a shallow V shape before filling. The bench, however, was filled completely level with coarse sand and has since been filled with cuttings. The temperature is con-

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trolled by a thermostat set in the coolest side bench which operates a circulator on the return line of the heating pipes.

#### Cuttings Responding Healthfully

Immediately after the photograph was taken, the house was filled with cuttings, and I am glad to report that some groups of cuttings are responding well to the controlled heating and careful attention to humidity which have been provided. For instance, a batch of Juniperus pfitzeriana glauca cuttings was inserted on January 20 and is now rooting well. In eight to 10 weeks, the cuttings should be in excellent condition for potting or moving from this propagating house. Fog lines have not been installed yet but have been tested in another house and have proved to be of distinct value.

The sash type of house can be used for almost all types of propagation. I can visualize no house more suitable than this kind for the general nurseryman who grows a broad variety of plant materials. Even if he wishes to expand into grafting, the house is entirely suitable because the grafting can be successfully accomplished without a mass of complicated and expensive equipment. However, this is a complete subject in itself and will be discussed in a subsequent article.

#### MORE THAN QUANTITY

[Continued from page 6]

are not to be considered specialized collections, in an attempt to present as many different varieties and species in one genus as possible, but certainly there is much that can be done in that direction. Furthermore, a town will not be beautified just by the planting of a single type of shrub. Trees and other types of shrubs are needed to furnish complement and contrast. Besides urging communities to plant for the purpose of beautification, those who further this project should see that guidance is provided so that long-time satisfaction will result, rather than the temporary flush of ill-expended enthusiasm.

A. C. PFANDER has been appointed administrator of the New York Botanical Garden, Bronx park, New York city. He has been superintendent of building and grounds at the garden since 1943.

T. H. EVERETT has been appointed curator of education of the New York Botanical Garden, Bronx park, New York city.



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### STONYBROOK GARDEN SHOP

[Continued from page 11]

coats of a durable varnish, so that they shine like glass. Tables hold tools, gift items, plants, insecticides, fertilizers, herbicides, "Keep Off the Grass" signs, sprayers and other gardening aids, equipment and novelties. Fluorescent lighting—a must for African violets, the shop's specialty—is used in all parts of the shop. The flooring varies between the counters and includes brick, marble, flagstone, slate, tile, hadide and cement block laid in 18 patterns suitable for terracings.

Stonework is the landscaping specialty of Stonybrook Nursery Co., and it is from this specialty and the brook that crosses the growing fields that the firm takes its name. Stonework is done by Earl Faeris, the nursery's stonemason, whose excellent craftsmanship has given him a reputation for quality work. Many orders for landscaping this spring have come from customers who have first been patrons of the new garden shop.

### Crowds Pack Small Shop

Although the nursery and landscaping business has been owned by Mr. and Mrs. Snyder since 1951 (and managed by Mrs. Snyder), the garden shop is a new enterprise which opened—not without fanfare—this spring. A 3-column picture of the shop and a short article about its opening-day plans appeared in a March issue of the Indianapolis Star, as did a prominent advertisement describing the shop's African violets and offering gifts to opening-day visitors. The overwhelming response to the advertisement and publicity came as almost a shock to the owners, and they still express wonder at the number of customers' cars which overflowed the parking area at times on both opening days and lined the highway on both sides in front of and beyond the garden shop. Two truck-loads of African violets were sold out completely.

The firm has enjoyed busy week ends ever since. Although a large parking area was made ready before the shop opened, it has not proved sufficiently large to handle traffic on Sundays and on holidays such as Mothers' Day. Expansion of the parking space is in the offing.

Mrs. Snyder was a hobby gardener before entering the nursery business. During her hobby days she organized the Indiana Hemerocallis & Iris Society and was active in Indianapolis garden clubs. Trips to nurseries across the country and to botanical gardens and arboreta whetted her

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interest in plants of all kinds. Eventually her horticultural interests expanded to the point where purchase of a nursery was a natural step.

Mrs. Snyder's approach to operating the nursery is somewhat unique, in that she is inclined to seek the rare and unusual in plants as well as the fast-selling. She is, first of all, a plantswoman, a fact which has enabled her to have the satisfaction of introducing to Indianapolis residents many of the country's excellent but somewhat unknown perennial plants and trees and shrubs. This practice has already brought wide regular patronage of many of the city's advanced amateur gardeners, those who are beyond the peony-iris stage of gardening and desire the different and even the difficult for their yards. This practice has also caused the shop a few losses—sometimes customers have failed to see in unfamiliar plants the virtues which are apparent to her experienced eye.

Her background as a clubwoman has given her many contacts among the city's gardeners, and her sales staff at present is made up of garden club members who work at the shop part time, three days a week on alternate days. These women are interested in the work and, since they are well informed about plants, make ex-

cellent and dependable salespersons. One of the clerks is the editor of the Indiana state garden club magazine.

Wide advertising has given the shop contact with homeowners all over the city and lured customers from even the most distant sections. Advertisements, which call attention to themselves by means of a small sketch, point up the merits of featured plants. A special "Plant of the Week," sometimes offered at a sale price, takes the top spot each week in advertisements. A feature one week was plants for birds—a most successful feature sales-wise.

Advertisements usually carry an appeal to apartment dwellers as well as homeowners, in that house plants are frequently advertised. A corner of the garden shop is devoted to dish-garden materials, a wide selection of which has appeal to the apartment dwellers who, of course, are potential homeowners. Customers are encouraged to bring in their favorite containers, which the shop plants with whatever materials patrons desire. The plants are sold at their regular prices, and no charge is made for soil or service. Among the house plants featured are maranta, pothos, billbergia, fittonia and numerous ivies, including a red ivy and a sweetheart ivy, which has small, green heart-



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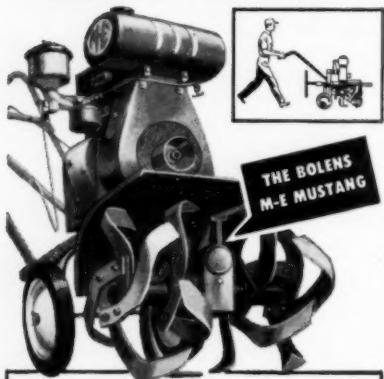
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shaped leaves. The unusual ivies have proved exceedingly popular.

The African violets are featured on tables under fluorescent lights and number approximately 100 varieties. They have been a genuine boon to the shop. Amateurs who specialize in African violets frequently want to try many kinds and cannot seem to possess enough.

Mrs. Snyder was advised to have the shop registered under the name African Violet Shoppe, as well as under Stonybrook Nursery. She did this and achieved the advantage of having her name at the top of the list of nurseries in the telephone classified section, a small matter thought to have advantage. A large advertisement is also carried in the telephone book. Although the space costs \$80 a month, the advertisement pays for itself in inquiries received.

Publicity has not been difficult to obtain. Indianapolis is a gardening-conscious city, and the Indianapolis Star, in which Stonybrook advertises, runs regular garden sections and is responsible for a promotion to improve home landscaping. This promotion has sponsored a number of garden clinics at which representatives of the city's nurseries, including Mrs. Snyder, have spoken on plants and yard improvement to groups of Indianapolis residents. Write-ups of the plant experts' talks, including mention of their nurseries, have later appeared.

A paid column in the Star entitled "The Garden Fence" reports news at the various nurseries of the city and is a fine example of cooperative advertising by nurserymen.

#### Customers Read Digest Article

As one walks about the small shop, a number of simple but effective ideas are noted. Beside the cash register is a small bulletin area where the shop's current advertisement and other items are posted. A magazine article clipped from Reader's Digest, entitled "Warning All Gardeners," is handy here for customers to peruse, and it serves as a caution against buying from irresponsible plant sellers. There is a pad here for salespersons to write down items requested by customers and to make note of stock which is becoming depleted. Giving color to the bulletin area are advertisements and placards furnished by manufacturers of fertilizers, soil conditioners and insecticides.

Also convenient by the cash register for insertion into customers' packages is a stack of landscape letters—envelope-size bulletins which

## PRUNING FOR PROFIT

Bartlett Mfg. Co. now offer the M-414 MEYLAN PRUNING SAW which consists of the use of an axe handle with the Bartlett No. 44 Pole Saw Head except that a special blade of heavier tool steel is used and can be furnished in either 16 or 18-in. length. The axe handle, which is especially made for this saw, is properly tapered to fit the head and is 36 ins. long.

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Recommended for trial for Chlorosis of Azalea, Gardenias, Citrus, Roses and similar plants.

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Usually applied at rate of  $\frac{1}{2}$  oz. per 100 sq. ft.

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contain garden ideas and advice which Stonybrook garden center both mails to a select list and gives to shoppers at the center. The landscape letter, which is printed with the nursery's name and address, is published by the L. W. Ramsey Co., Davenport, Ia., but appears to customers to be the publication of the shop.

#### Varied Gift Line

A varied gift line combines blue glass from Mexico, brass pieces from India and the wares of other nations with American china and pottery in colorful displays. Trivets, popular with many women customers, form an interesting black pattern against a light-colored wall.

Outdoor furniture, birdbaths, pink flamingoes and globes are displayed in front of the shop under the overhanging eaves. The owners privately deplore the use of flamboyant yard decorations, but the trade requests them and they sell well. Also selling well are trees which possess various shades of yellow and red. Crimson King maples are hard to keep in stock. Moerheim blue spruces are priced high because of their excessive popularity—the demand has proved greater than the supply.

Sales of herbs have been tremendous, and flat after flat of these sells on a weekend. They have proved among the nursery's top-selling annuals and perennials. Whenever a sufficient supply of them is available, they are advertised to build traffic.

A rock garden at the base of a tall tree, constructed with flagstones and planted with perennials, gives customers an easily imitated idea for a setting for the various sedums, Anemone pulsatilla, Cerastium tomentosum, sempervivums, Cotoneaster horizontalis, Daphne cneorum, arabis, Mahonia bealei and other plants which grow well between the rocks' crevices and which the shop regularly carries.

Although the garden center has been in operation only a few months, indications are that profits in this division of the business will exceed those in the landscaping division. Serious consideration is being given to limiting the landscaping end of the business, since landscaping guarantees of plants often eat up profits; customers who hire planting are often those least inclined to turn a hand to yard work, and plants die from the lack of post-planting care. On the other hand, customers who buy guaranteed material at the garden shop and plant it themselves are usually more disposed to take care of it.

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**Are two products every nurseryman and landscape contractor can use profitably.**

**PLANTEX 50** enables you to move plants any time during the growing season. It will increase the number of your successful transplantings while broadening your operations.

Diluted with water and sprayed on plants prior to digging, it forms a moisture retaining film. This film retards wilting and reduces the shock of transplanting.

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Its glossy coating will enhance the appearance of your plants and spark up sales. Try this wonderful material today.

**LARVACOVERS** will reduce your operating costs and increase your effectiveness in steam sterilizing, fumigating, shading and many other jobs. Made from Monsanto's ULTRON vinyl plastic film, lightweight, flexible, gasproof and durable. Unaffected by steam sterilization temperatures and flexible below zero.

**LARVACOVERS** are available in three colors: OD (olive drab), clear and black. We are featuring OD because it has stood up well under rigorous weathering tests. Use clear where light transmission is required and black for shading.

Standard thickness 4 mils, rolls 100 ft. and 150 ft. by 6 $\frac{1}{2}$ , 10, or 13 ft. Heavy Duty Larvacovers, 8 mils thick in above sizes and OD color only. Jumbo rolls 6 ft. wide for large users and dealers to cut custom lengths.

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**AZALEAS and CAMELLIAS**  
Complete nourishment for acid-soil plants

Send for FREE BOOKLET—this authoritative guide on Azalea and Camellia culture mailed on request.



THE RELIANCE FERTILIZER CO., SAVANNAH, GA.

## CALIFORNIA GARDEN SHOW

[Continued from page 8]

were more practical, with ideas easily adaptable by the average home gardener.

One outstanding indoor exhibit was that of the Domoto Nursery, Hayward. Toichi Domoto has spent several years breeding gerberas, and this year he showed them for the first time. His exhibit was given the prize for the best showing of new varieties.

Another of the outstanding exhibits in this area was that of E. James Nursery, Oakland. It depicted an extensive private estate, such as one sees in the Piedmont hills. The background was a patio with a canvas roof, in front of which was a swimming pool. Unusual species of trees, woods ferns, azaleas and rhododendrons made an attractive display.

The exhibit of Sunset Nurseries, Oakland and Danville, gave one the impression of looking across a garden into a view window. A patio with a wood roof was a point of interest. A yellow motif was followed in the flower plantings, and redwood and other trees were in the background.

## Uses Redwood Theme

The Berkeley Horticultural Nursery, Berkeley, used the "Redwood Vacation" theme for its display. Grass walks were a pleasant change in this exhibit from the cement or gravel walks usually featured in flower show displays. Plantings were of primroses, azaleas, rhododendrons, ferns and deciduous trees and shrubs, effectively arranged.

A major portion of the indoor exhibit area was taken over by estates and private gardens, which provided excellent examples of what can be done with mass plantings of numerous native and imported plants.

Among the outdoor gardens, one of the most attractive was that of the Rod Hill Nursery, San Anselmo. It was the most formal exhibit in the show and proved an interesting contrast to the more informal ones. The walks were straight and led through the garden. There were areas for annuals and perennials, and there were shrub plantings and regular-shaped lawn areas. A substantially built patio with a solid wood roof, concrete floor and comfortable though formal furniture added interest.

Much deserved attention was attracted by exhibits of two Oakland nurseries, Crombie Rose Nursery and McDonnell Nursery. The Crombie exhibit, of course, stressed roses.

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ACRES OF RICHEST PEAT LAND

BACTI-VATED<sup>®</sup>  
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Just opened up 160 new acres of richest peat land at our peat bogs in Capac, Mich. Now we offer COARSER, MORE FIBROUS PEAT—such as we have furnished these past 33 years to the Nurserymen and grower. PROCESSED, SEDGE PEAT, shipped from inside storage. HIGHER VOLUME AND YARDAGE: LOWER PRICES. Compare our PRICES. TRUCKLOADS, CAR-LOADS shipped anywhere in U. S.—any quantities. WIRE; TELEPHONE—

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5 SIZE BAGS	
100 lb. BURLAP	bags with plastic liners
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Peck—clear	plastic bags 10 in a carton
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## NOW—Send for your new illustrated catalog.

Wire and redwood baskets; redwood tubs; wire and fernwood totem poles; plant supports; wrought-iron brackets and fern stands; plastic and lead flower pin frogs; can cutters; green moss in bales and bags; Black Magic; plant ties and twine; plastic pots and trellises; copper, brass and plastic planters; wire plant markers and plastic plates, and other nursery supplies.

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## METAL LABEL MARKERS

Immediate Delivery

Steel wire stakes with galvanized or green enamel finish—Aluminum and Galvanized Labels.

Also other Ideal Garden Gadgets.

SEND FOR DESCRIPTIVE FOLDERS TODAY



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They were planted in formal arrangements in beds and rows, and there were specimens of nearly every rose that can be had in the bay area. All plants were labeled.

The McDonnell exhibit was larger than in the past. Its theme was the outdoor living now becoming popular. The background depicted the rear of a home. On the terrace were two open-faced rooms, facing into the garden. One was a conventional relaxation area with comfortable furniture. The other was a well-equipped home office, with desk, filing cabinets and similar furnishings. The man of the house would have a good excuse for leaving the office early to work at home in that setting. The roof of both rooms was made of canvas strips.

The California Nursery Co., Niles, had a unique garden, with a waterfall and pond featured. Shrubs predominated in the plantings, and annual flowering plants gave color.

It has been noted in describing some of the exhibits that wood or canvas was used as roofing over patio and terrace areas. This is in distinct contrast to exhibits of the past few years wherein lath or plastic was used for roofs. Designers this year seemed to avoid the latter materials.

The trade displays this year were more numerous than they have been for several years. Nearly all nurserymen reported that their business has been active in all lines, from books on gardening to garden clothing and furniture. Artists having commercial exhibits reported that sales of landscapes and garden scenes were better than they have been, and they remarked that it is unusual for them to make many sales at such a show. The show indicated that people have money to spend, that they are doing so for garden items.

#### EDWARD SCANLON RESIGNS

Edward H. Scanlon, commissioner of shade trees, Cleveland, O., since 1946, has resigned from that position. In the future Mr. Scanlon will devote his time to his nursery operations under the name of Edward H. Scanlon & Associates, to Trees magazine and consulting work.

John Michalko, who was an assistant in the division of shade trees, Cleveland, is now the acting commissioner.

A TOTAL attendance of 8,500 was reported at the Kiwanis Club's first annual spring flower show, at New Bedford, Mass.

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## THE JIFFY UNDERCUTTER

(Pat. Pend.)

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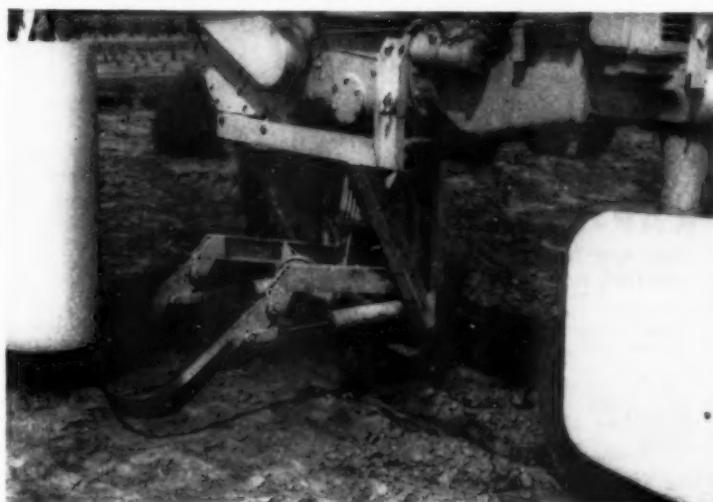
## THE JIFFY UNDERCUTTER:

Enables Jiffy Balling Machine to ball all types of stock.

- Cuts feeding roots under ball.
- Cuts any desired depth ball.
- Completely controlled by driver; no extra work for man on ground.

Digs shade trees selectively.

- 20 times faster than hand digging.
- Perfect roots every time.
- Cuts to 18 and 20-in. depths.



Thoroughly tested and available soon with the Jiffy Balling Tractor and Jiffy Balling Machine. (Pat. Pend.)

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**Fafard PEAT MOSS**  
 PROVEN SOIL CONDITIONER

HIGHLY ABSORBENT      STIMULATES GROWTH  
 AVAILABLE IN BALES, BAGS, BOXES

MAKES SANDY SOIL MORE COMPACT—LIGHTENS HEAVY CLAY SOIL—CLEAN AND FREE FROM WEED-SEEDS AND DISEASE SPORES      PREVENTS LEACHING AND WASTE—IMPROVES AERATING—ENCOURAGES BENEFICIAL BACTERIA—LASTS LONGER IN THE SOIL

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AGRICULTURAL  
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*High Analysis***KAP-ORGANIC**THIS PURE ACTIVATED SLUDGE  
CONTAINS MORE PLANT FOOD!

KAP-ORGANIC contains 5 to 5½% organic nitrogen and 5 to 6½% available phosphoric acid. Maximum, safe, nonburning plant food. Uniform, high analysis, economically priced. Bags of 25, 50, 80 lbs. Write for price list, full details.

**Use Kapco Soluble Fertilizers,  
Faster Results!  
Lower Costs!**

KAPCO soluble assure complete, safe, liquid feeding of all crops, ornamentals. Save shipping costs of bulk fertilizers! Write for full selections of analyses; here is a partial listing:

15-30-15, 20-20-20, and  
25-0-25...priced 22c to  
17c lb. in quantity orders.



Look for  
this Label { **KAPCO**  
McKEESEY, PA.  
Division of Summers Fertilizer Co., Inc.

**RABBITS ???**  
*Don't feed them — use*  
**Crystal's RABBIT  
REPELLENT**

Easy to apply by brush or spray. Nonpoisonous; hence, no local or state game laws violated.  
30-gal. drum....\$63.00 5-gal. drum....\$11.50

All prices F.O.B. Philadelphia, Pa.

**CRYSTAL SOAP & CHEM. CO., INC.**  
6300 State Road, Philadelphia 35, Pa., Dept. AN.

**SPRING REPORTS**

[Continued from page 7]

"We had practically all the help we needed for our spring business and we had no difficulty in making shipments. We had an ideal spring for planting and also for the digging and shipping of evergreens."

Planting at the Morning Star Nursery was completed in April, with a small net increase in the amount of stock in the fields. Mr. Cultra looks for little, if any, increase in stock prices.

**Sales Satisfy Alabama Firm**

An Alabama report, from Henry Homer Chase, of the Chase Nursery Co., Chase, states the shipping season just closed was a satisfactory one as far as sales were concerned. "The demand was lively in all classes of material in the ornamental line," reports Mr. Chase.

"The trouble as far as we were concerned was in having stock of sufficient size. The extremely dry growing seasons of 1952 and 1953 resulted in many shrubs not reaching the best possible size. This factor was an upsetting one as far as our price structure was concerned."

"The weather during our digging and shipping season was ideal," continues Mr. Chase. "We had plenty of time in the field and were able to accomplish our digging and early planting in good time."

"We are going through our usual spell of optimism, looking forward to an excellent crop and what we hope will be good growth. The materials have all been fertilized and we think that we are going to be in shape this fall to take care again of an excellent demand for all types of ornamentals. With the housing boom continuing, we do not see how this next season could fail to be another good one. With the cotton allocation program in this area having the effect of curtailing cotton acreage, we are going to have a fairly ample supply of labor for the coming season."

**Huntsville Weather Aids Crops**

John Fraser, Jr., of Huntsville Wholesale Nurseries, Huntsville, Ala., reports a most successful year insofar as sales and weather conditions are concerned. Mr. Fraser reports that Huntsville did not have so much cold weather as usual, which factor enabled the nursery to complete its digging and planting with a minimum of difficulty. A particularly strong demand for fruit trees and ornamentals was in evidence.

"Labor has been more plentiful, but transportation is still one of the

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at Lower Cost**

Today, no grower can make as much money as he should, without Soil Testing. Don't be content with average grades and get only average prices when it's so easy to produce choice and fancy stock!

Top market prices and heavier production per acre are guaranteed every owner of a SUDSBURY SOIL TEST KIT. Prevents starving plants, or stunting them with toxic soil. Can be used on soil already in benches, even on growing crops. Turn poor benches into top production, and keep them there.

**So Simple Anyone Can Use It!**

Easy as reading a thermometer — takes only 10 minutes, costs 10¢ a test. No waiting — tells instantly what to do. Order Today!

*Let It Pay for Itself*

**SEND NO MONEY** — pay postman only \$4.95 plus postage, then 4 months payment of \$6.75 each.

Or send \$29.95 and we'll prepay, saving you \$1.26 to \$2.93 in postal charges.

**BETTER CROPS  
GUARANTEED**

Refunded anytime within a year unless fully satisfied.

Sudbury Laboratory, Box 543, South Sudbury, Mass.

Dealers: Write for Special Offer!

**STEEL NURSERY STAKES**

Finest hard steel.

—Heavily Galvanized—

Length	Per 100	Per	Per
2 ft.	29 lbs....	\$ 6.50	\$27.50
3 ft.	41 lbs....	7.70	33.60
4 ft.	54 lbs....	10.30	45.10
5 ft.	68 lbs....	12.90	56.50
6 ft.	81 lbs....	14.90	67.50
7 ft.	95 lbs....	17.20	79.00
8 ft.	108 lbs....	19.50	89.20

**NO. 6 GAUGE** — (Approx. 1/5-inch)

Length	Wt.	Per	Per
per 100	100	500	1000
2 ft.	21 lbs....	\$ 4.90	\$23.30
3 ft.	30 lbs....	5.10	24.20
4 ft.	40 lbs....	6.70	31.80
5 ft.	50 lbs....	8.50	40.90
6 ft.	60 lbs....	10.00	50.00
7 ft.	70 lbs....	12.10	57.40
8 ft.	80 lbs....	13.90	65.50

Packed in Bundles of 100 of a size.

We do not break bundles.

*Schupp*.**FLORIST SUPPLY CO.**  
WILMETTE, ILLINOIS**CHARLES SIZEMORE**

**319½ Georgia St.** **Louisiana, Mo.**  
Collector of past-due notes and accounts any place in the United States and foreign countries—Rates as below:

18% on the first \$500.00.

15% on the next \$500.00.

10% in the excess of \$1,000.00.

On claims of \$30.00 or less, 50%.

Minimum commissions \$15.00.

**SUIT FEES:** On claims of \$45.00 or more, a suit fee of not less than \$7.50.

**NO COLLECTION—NO CHARGE**

Freight bills not over two years old checked for 35 per cent of any amount found. Nothing found, no charge.

New, Improved

**TREE AND SHRUB DIGGER**

Extra-heavy construction. Mounts on Wagner W-3 loader. Price \$175.

**ELMER CLAVEY NURSERY**  
HIGHLAND PARK, ILL.

chief problems," declares Mr. Fraser. "Planting is completed and the stands look exceptionally good. Growth on both newly planted material and older stock is about two weeks ahead of normal. Should weather conditions continue favorable, almost everything will make above average growth."

"We have not had the opportunity of visiting many of the other nurseries in this area, so cannot venture a guess as to the amount of stock which will be available," continues Mr. Fraser. "For ourselves, we have not materially increased our production. We met with but little price resistance and are of the opinion that despite increased production costs, some reduction in price on a few items may be necessary on account of a general increase in production."

#### Reports Rare Spring

A most unusual spring for southern Alabama is reported by George Sawada, of Overlook Nurseries, Inc., Mobile.

"We had an estimated four inches of snow in early March, the most that has fallen in this area since the turn of a century," reports Mr. Sawada. "We also had an unusual cold snap in May and an exceptionally dry spring. Rainfall up to mid-May is probably 15 inches below normal for the season."

"Activities were brisk in that a large number of plants were moved, but at a somewhat lower price than has been prevailing. Labor supply in this area is about normal."

Mr. Sawada sums up his spring business by declaring, "We had our three square meals a day and were able to pay most of the bills!"

#### Dry Weather Hampers Sales

Dry, windy weather, starting in December and lasting until the latter part of April, has hampered nursery sales in the southwest to a great extent, according to J. Frank Sneed, of the Sneed Nursery Co., Oklahoma City, Okla. "Western Texas, western Oklahoma and western Kansas have suffered most from the long dry spell," reports Mr. Sneed. "The larger cities, of course, continue to do a good business. We have found an increased demand for shade trees, heavy shrubs and quality evergreens. Sales of the cheaper types of evergreens are slow."

"We have suffered from a lack of rainfall since the middle of December, but because of our irrigation we have continued to plant and operate as usual. Early May, however, brought a rainfall of more than four

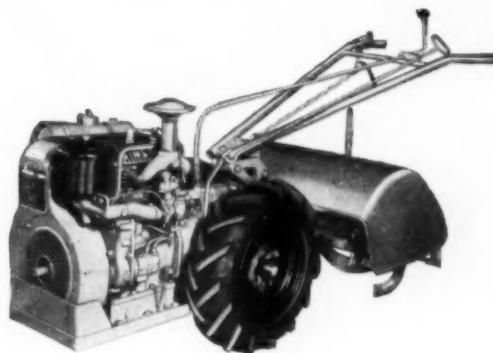
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inches, and this will put our subsoil in good shape for at least 60 days.

"Our labor has been plentiful and better than in the past. We are lining out about the same amount this season as in the past and look for a good demand to continue throughout the coming season.

"Because of a better supply of evergreens and lining-out stock, our sales have increased 30 per cent over 1953. Of course, the previous year was one of our worst.

"If the southwest can get enough rain throughout the summer," Mr. Sneed concludes, "business should be excellent in the area this year."

### Business Good

Business has been good at the Verhalen Nursery Co., Scottsville, Tex., according to Steve Verhalen. "December and January were below the previous season in sales, but all other months since September have been ahead," Mr. Verhalen reports. "In fact, month for month, sales were better than anything for the past eight years."

Referring to the Dallas branch of the Verhalen organization, Mr. Verhalen states that sales there have not been any better than for the previous season and were, in his opinion, less than they should have been. However, he adds that summer selling is always better through the Dallas office than at Scottsville, so the members of the firm are looking forward to improved sales at the Dallas location.

"Stock is in better supply than it has been and I believe there will be less scrambling during the coming season for supplies," continues Mr. Verhalen. "The general opinion is that business will continue good, but selling will have to be practiced and developed if the same volume of business is to be maintained."

Sales of container-grown stock have become a prime factor in the Verhalen business. "Reviewing our past few months, this definitely was the best part of our activity," reports Mr. Verhalen, "both from the profit angle and for the lack of worries involved."

The line of nursery tools and supplies, which the firm has recently added, is gradually increasing, Mr. Verhalen reports. He mentions a continually improving sale of can tools, which is in line with the growing trend toward container-grown stock.

### Plenty of Roses at Tyler

From the rose-growing center of Tyler, Tex., Carl Shamburger, of Carl Shamburger Nursery, reports

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<b>Size 1</b>	Top . . . 6 ins. Bottom . . . 5 ins. High . . . 6 ins. Weight per 100
Regular 24 lbs., Heavy 55	100 . . . \$4.50 1000 . . . \$45.00 Heavy Weight Price 100 . . . \$5.75 1000 . . . \$55.00

<b>Size 2</b>	Top . . . 7 ins. Bottom . . . 6 ins. High . . . 7 ins. Weight per 100
Regular 30 lbs., Heavy 70	100 . . . \$4.50 1000 . . . \$45.00 Heavy Weight Price 100 . . . \$5.75 1000 . . . \$55.00

<b>Size 3</b>	Top . . . 8½ ins. Bottom . . . 7 ins. High . . . 8 ins. Weight per 100
Regular 39 lbs., Heavy 70	100 . . . \$4.50 1000 . . . \$45.00 Heavy Weight Price 100 . . . \$5.75 1000 . . . \$55.00

<b>Size 4</b>	Top . . . 8½ ins. Bottom . . . 7½ ins. High . . . 5 ins. PAN . . .
Weight per 100	Regular 30 lbs., Heavy 70 100 . . . \$5.00 1000 . . . \$47.50 Heavy Weight Price 100 . . . \$6.25 1000 . . . \$60.00
Weight per 100	20 . . . \$0.60 ea. 100 . . . \$27.00 500 . . . \$125. 1000 . . . \$225. *Special for extra-heavy trees and large shrubs.

<b>Size #5</b>	Top . . . 12 ins. Bottom . . . 10 ins. High . . . 12 ins. LG. POT
Weight per 100	250 lbs. Weight per 100 250 lbs. 20 . . . \$0.60 ea. 100 . . . \$27.00 500 . . . \$125. 1000 . . . \$225. *Special for extra-heavy trees and large shrubs.

500 of a size takes 1000 rate in sizes 0-1-2-3-4. Regular-weight pots packed 100 and 200 per carton in sizes 1-2-3-4. Size 0, 250 only. Heavy pots are packed 250 per carton in size 0; 100 per carton in size 1; 50 per carton in sizes 2, 3 and 4 and 20 per carton in size 5. NO BROKEN CARTONS.

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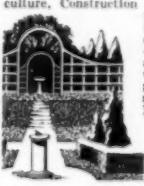
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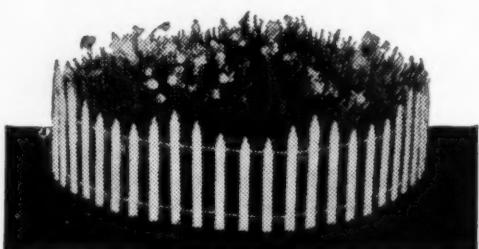
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digging and planting during most of the season, except for April, when we could have used a little more rain to advantage. However, no stock has suffered and we were able to begin planting out in the open much earlier than usual.

"Labor has been no problem, most of our men staying with us year after year. We aim to keep them busy the year around, if only cleaning cans for a brief time in the winter. Supplies are no problem, but shipping is a problem, because of the high rates all along the line. We have been able to meet this condition in part by cutting down weights, and we find that we are shipping less and less good Oregon soil to distant points, without loss in any way to the consumer," Mr. Sherwood observes.

"In the matter of sales, this has been one of our best seasons and we find that we have relatively little salable stock left on hand that cannot be profitably held over for another year.

"We look for little further recession in business. The use of evergreens and other ornamentals has almost tripled in the past 12 years or so. This more extensive use and application of plants, we believe, will continue, and, with faith in business in general and the nursery industry in particular, we shall not in any way curtail our plantings and production of evergreens," the report concludes.

### Stock Distribution Thinner

James A. Doty, reporting for Doty & Doerner, also of Portland, Ore., states his belief that business is going to be just as good next year as it has been this past year, and possibly even better.

"From what little traveling I have done around the west coast," states Mr. Doty, "I feel that there is much nursery stock being consumed by the buying public. However, it is noticeable that the volume is spread much more thinly among more nurserymen, corner fruitstands and all kinds of other miscellaneous outlets. For this reason, some of the retailers have



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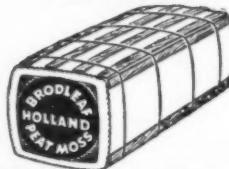
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felt that their market has dropped off. The complaints of the retail nurserymen are not so much from the energetic, progressive person, but from the nurseryman who has been riding the crest of the wave for a while in a very lucrative spot and has suddenly found other types of outlets squatting down around him.

"From our own wholesale standpoint, labor is better for us, for there seems to be more of it and it is of a better class," Mr. Doty declares. "Also, in this regard, wages most likely will not make any increase at all, but I doubt if there will be any drop. The same holds true for nursery prices."

#### McGill & Son Stock Cleaned Up

A most satisfactory spring season and one of the best clean-ups in several years is reported by Wayne E. McGill, of A. McGill & Son, Fairview, Ore.

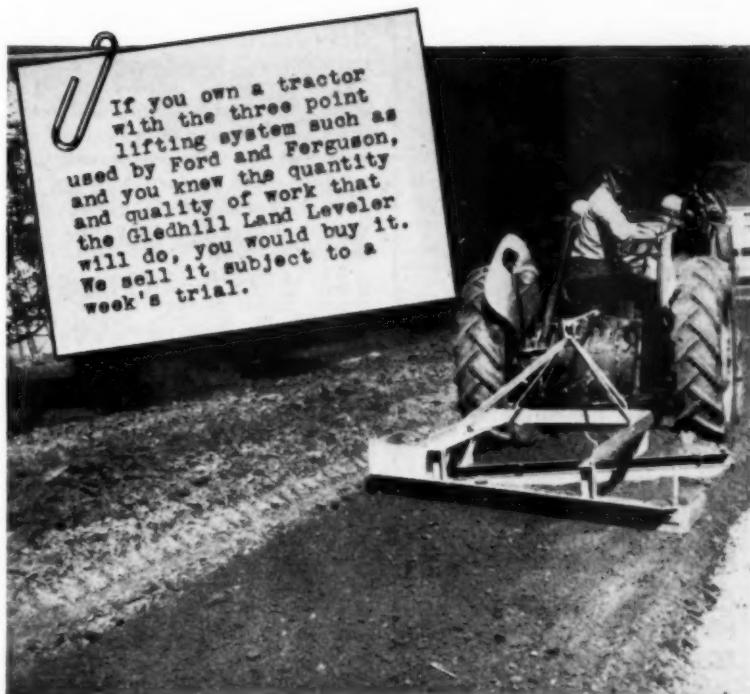
"There was a strong demand for all flowering and shade tree material and this demand seems to be continuing for at least another year," declares Mr. McGill. "As usual, we had a rush season during our shipping period but completed it in good time and without any difficulty. There were plenty of refrigerator cars for all of our shipping and our labor supply was definitely adequate. We are finding a surplus of labor available in the Pacific Northwest at this time and our field work is all in good shape. The weather has been good for field work.

"We anticipate a good season coming up," continues Mr. McGill. "It is hard to tell at this time just what the supply will be in comparison to the past season, but I think it will not be too much heavier. Our planting plans are to ride along on an even keel at the present time, even with an increased demand in sight. Even a slight curtailment in planting might be made next year, but this year we planted about the same as in 1953. Prices seem to be pretty well stabilized at their level of last year, with possibly a few minor adjustments here and there."

#### Demand for Dwarf Types

An increased demand for low-growing and dwarf types of evergreens is noted by F. A. Doerfler, of F. A. Doerfler & Sons, Salem, Ore. Mr. Doerfler reports that his firm has increased its stock of these plants accordingly. He notes an oversupply of the larger types of conifers, coupled with a lower demand.

"Price increases on nursery stock have lagged substantially as com-



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pared to the increase in costs of labor and other items purchased by the nurseryman," Mr. Doerfler reports. "The increasing number of retail stores, other than legitimate retail nurseries, handling nursery stock and selling at cut prices, is causing nurserymen much concern. Much of this stock is sitting in the sun, with balls unprotected, is inferior and is a menace to the trade.

"As to future prices, nursery stock prices must necessarily rise with other rising costs," concludes Mr. Doerfler.

### Peterson-Dering Production Cut

From Scappoose, Ore., E. Dering reports for Peterson-Dering to say that the shipping season for this firm was about 20 per cent under that of 1953, "but we planned it that way, as we had cut our production by that much to help meet what we think is an oversupply of roses."

Mr. Dering continues, "I think that the demand from our regular customers was almost as good as in the year previous. However, in previous years we were able to sell roses to late buyers; that condition did not develop this spring, but we had planned for it in our curtailment of production and we really did not go after this business."

"Labor problems in our particular area are no longer apparent as there is ample labor available at any time that it is desired," declared Mr. Dering. "Weather conditions were ideal during the winter, although the digging season, during the months of November and December, was wet. There was no extreme cold for a prolonged period in this area. The spring has been dry and cold."

"I believe that there will be an ample supply of rosebushes from this area for the 1954-55 season. Although we are doing all we can to hold our cost of production down, I cannot see any chance for a price reduction at the present wage rates."

### Fruit Tree Sales Spotty

Wholesale sales for the 1953-54 season at the Carlton Nursery Co., Forest Grove, Ore., have been all that one could expect, reports Wayne H. Melott. "Fruit tree sales in the commercial districts have been unusually spotty this year. A few of our commercial areas have purchased trees in excess of their normal requirements; however, in most other districts, the demand has been either normal or in some cases, a little below normal."

"Our sales at our retail store and through our mail order catalog were

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2 x 2 x 18 ins.	36	6.30 5.90
2 x 2 x 24 ins.	36	9.00 8.50
2 x 2 x 30 ins.	25	10.00 9.50
2 x 2 x 36 ins.	25	11.75 11.00
3 x 3 x 36 ins.	9	9.00 8.50
3 x 3 x 48 ins.	9	12.15 11.50
4 x 4 x 48 ins.	4	9.36 9.00
4 x 4 x 60 ins.	4	11.76 11.40

F.O.B. WILMINGTON, CALIFORNIA  
1954 Wholesale Nursery Supply

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P. O. Box 216, WILMINGTON, CALIF.

slow during the fall and winter season but started picking up in volume soon after March 15. Our spring season here has been unusually cool and therefore our selling season has been extended by perhaps two or three weeks; as a result of this, we have regained almost all our lost volume after the slow start.

"Favorable weather conditions too, have made it possible for us to get our spring work done in good order," continues Mr. Melott. "We do not anticipate any major change in our price structure either up or down. Our planting plans are about normal."

#### Nursery Sales Competitive

Writing from down the coast in California, J. Awdry Armstrong, of Armstrong Nurseries, Ontario, gives an interesting account.

Mr. Armstrong states that "the merchandising of nursery stock in southern California during the spring planting season just past was about on a par with the merchandising of other retail commodities in this area. Sales were more competitive than for some years past and nursery dealers had to put more sales effort into selling trees and plants. However, the demand was good and we consider that our spring business was satisfactory.

"As is usual in periods of increased competition," observes Mr. Armstrong, "there were some dealers who cut prices, mainly on materials of inferior quality. There was, incidentally, a plentiful supply of most plant materials throughout the spring.

"Although the winter started out without normal rainfall, late season rains brought things almost up to normal and during most of the spring months, weather was most favorable for planting.

"For next year the outlook is that stock of all kinds will be plentiful. Increased competition is probably a good thing in the long run, because it will cause nurserymen to propagate to meet the market that they have developed themselves. Growing costs have not decreased and there is no reason for prices to decrease, although they are likely to level out. It is our opinion that nurserymen who grow and sell plants and trees of high quality and let the people know about them through advertising will have good business over the next year in this area," concludes Mr. Armstrong.

#### Container Stock Demand Increased

Spring business for the Monrovia Nursery Co., Monrovia, Calif., ended much better than the firm had anticipated.

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pated, according to Harry E. Rosedale. "We believe that a great part of this was due to the increased enthusiasm in the colder sections of the United States for container-grown stock," explains Mr. Rosedale. "Except for a few areas of the middle west which suffered from lack of rainfall, demand was good from all areas. The tendency in the south and southwestern parts of the United States, where climatic conditions allow, has been toward tropical and subtropical plants, plants in keeping with the theme of patios and outdoor living rooms.

"The labor situation in general has presented no problem," continues Mr. Rosedale, "however, experienced and trained labor is difficult to secure. We solved the problem partially by keeping many of our experienced employees the year around. They can quickly train others when the rush season warrants additional help."

"The forecast of trends for the next season is difficult to make," Mr. Rosedale adds, "however, we are increasing our quantities of varieties which we expect to continue to be in demand for the next year or two. We have a special department devoted to securing new and better varieties to fit in with modern trends. One of our greatest aids in meeting demands is our production control department. This department goes over all our varieties three times a year and determines the amounts of each that should be produced."

## May Increase Rose Plantings

"We had the good fortune to finish all deliveries by the end of January this year," reports Fred Mungia, of Montebello Rose Co., Montebello, Calif. "I must say that all deliveries by railroad and trucking firms were not exactly perfect, but we live in hope they may improve."

"The demand for rose plants was as great this year as before, and to date we have had an excellent labor situation. Of course, many of our men have been with us a good many years," continues Mr. Mungia.

As to the future of prices, Mr. Mungia foresees no change from those which prevailed this year.

"Our stock may be slightly diminished because of a bad frost suffered all over this area. Many of our plants were damaged, and I understand from other growers in the area that they also suffered some losses. However, we intend to bud the same number of plants as last year and may even increase our rose plantings," the report concludes.



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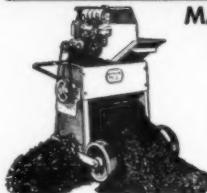
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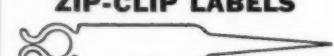
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